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THE NATIONAL

Coopers' Journal

DEVOTED TO THE COOPERAGE INDUSTRY.

A PAPER OF GREAT VALUE TO ALL STAVE, HEADING, HOOP MANUFACTURERS AND COOPERS

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Head Office: Cleveland, Ohio

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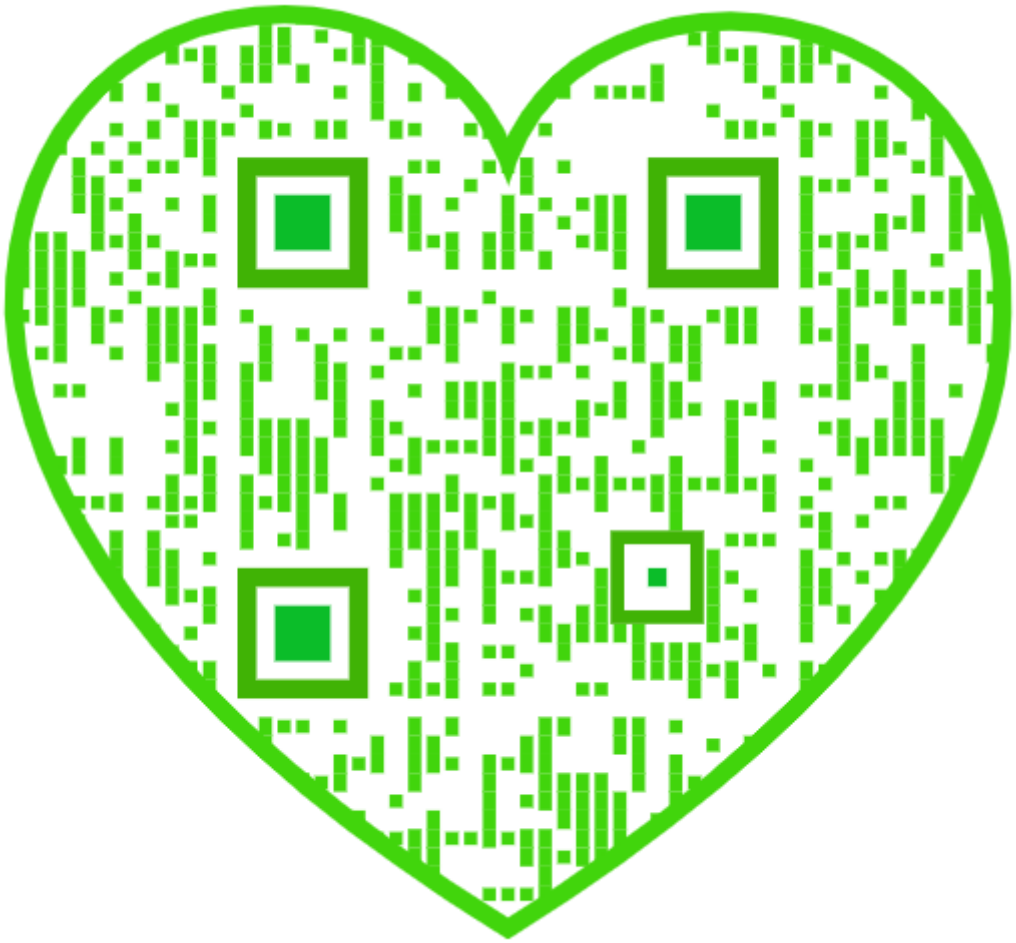
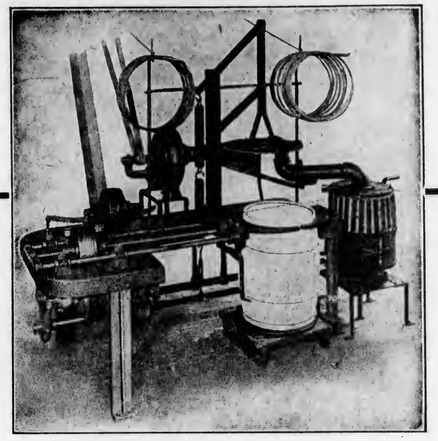
Warren, Pa. Oil City, Pa. Ambridge, Pa. Cleveland, Ohio Marcus Hook, Pa.





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for heading-up and hooping off all classes of slack cooperage. Repeat orders and the successful operation of every machine sold in various parts of the country, is our history to date.

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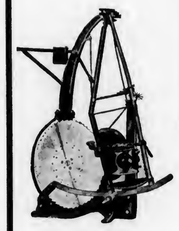
MARTEN, GRAHN & ANDRESEN

Twenty-second and Illinois Streets : SAN FRANCISCO, CAL.



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Tight and Slack Cooperage Stock Barrels, Kegs and Tubs, ready to set up into non-leaking packages of 5 to 120 gallons liquid capacity, or for semi-liquid and dry materials up to 800 pounds weight.

We manufacture machinery for sawing, jointing, planing and crozing, staves; for sawing, jointing, dowelling, planing and circling heading.

MODERNIZE YOUR PLANT

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barrels with perfect joints that will not leak; a product that is infinitely superior to the tin and iron near barrels now being experimented with.

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Tennessee Hoop Co., Memphis, Tenn.	1,000,000 Sets Gum Hdg. 12,000,000 Staves.
Etowah Cooperage Co., Etowah, Ark.	12,000,000 Staves.
Cleveland Cooperage Co., Cleveland, Ala.	900,000 Sets Pine Hdg.
Cleveland Cooperage Co., Hayden, Ala.	900,000 " " "
Cleveland Cooperage Co., Crooked Shoals, Ala.	900,000 " " "
Altoona Cooperage Co., Altoona, Ala.	900,000 " " "
Ashville Cooperage Co., Ashville, Ala.	900,000 " " "
Remlap Heading Co., Remlap, Ala.	900,000 " " "
McDowell & Powell, Hamilton, Ga.	900,000 " " "

WAREHOUSES
For
Matched and Mixed Cars
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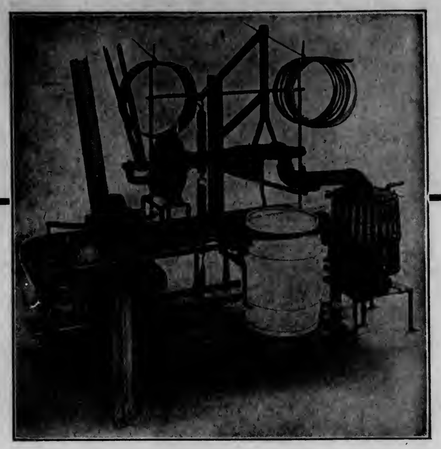
"Warrior Stock" is a trade name for the best cooperage stock made and is protected only by the facilities and skill necessary to make it



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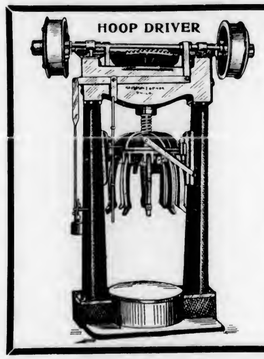

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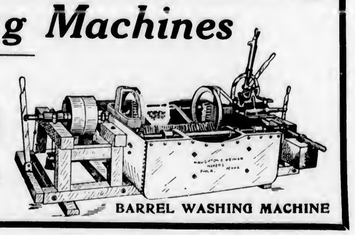
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The National Coopers' Journal

FORTY-FIRST YEAR | Philadelphia, May, 1925 | $2.00 PER YEAR VOL. XLI, No. 1

New Orleans Reports Cooperage Trade Better Now Than It Ever Was In "the Good Old Days." Production Methods Changed

When the coopers of this city talk about the good old days they refer to the time when their business was almost wholly dependent on the sugar crop, and the grinding season at the country mills was the harvest time for the makers of barrels. In those days the cooper and the cooperage stock man would begin their canvass in the early spring to ascertain what plants would make the lower grades of sugar, contemptuously called "mud," which were shipped in gunnysacks, and which would make the better grades, for which barrels were the only packages. Orders were booked months in advance, and we lived through the long, dreary summer months sustained by the certainty that business would be good for six weeks at least when cane was being ground.

Occasionally some sugar mill owner would give an order in the early spring for a large number of barrels, or a large amount of stock, for delivery during November and December, and then, when the date for delivery came, would suddenly change his plans and cancel his order, blighting the hopes that had cheered the poor cooper through months of idleness. On the other hand some sugar maker would defer ordering until the last moment, and then rend the heavens with his shrieks of woe because he could not get barrels or stock the day he wired in his order. This element of uncertainty made the cooperage business an interesting gamble.

Then, in the days of early winter, when every shop in town was working to capacity, and all were so overcrowded that men would often set up their benches and work in the open street, when hundreds of small sugar mills were grinding, barreling their products and dumping them on the market at once, when steamboat landings were clogged with barrels of sugar and every vacant lot near the river front was covered with barrels for which no warehouse space could be found, the whole town, and especially the coopershops, wore a look of prosperity. That period is remembered as the "golden age" of the cooperage business.

The Decline and Comeback of the Sugar Business

Times changed, the sugar business began to decline, acreage was reduced, production of cane per acre grew less and less and the sugar content of the cane diminished until the sugar industry came to be known as "the Sick Man of the South." The outlook became hopeless, and an industry, that in this one small State claims two hundred million dollars of invested capital, was on the brink of ruin.

Under these circumstances the barrel consumption of the country mills grew less and less, then vanished entirely. The blame for this unfortunate state of affairs was laid on the high tariff, on the low tariff, the high price of barrels, the low quality of bags, to changes of climate and changes of presidents, and to everything else under the sun. The true cause of the trouble was long ago announced by government experts, and is now almost universally accepted by the planters themselves. For many years the planters had sent their best cane to the mills and used their poorest stalks for planting, and so their stock had deteriorated and, finally, run out entirely. When the cause of the trouble was found and acknowledged the remedy was plain—simply to discard the worn out varieties of cane, secure new seed cane and begin all over again. The planters have made the beginning, and there are now many small stands of new varieties of cane so strong and vigorous that they are proof against the ravages of cane diseases and predatory insects. The present year's crop of these new varieties will be used for planting, and when there is enough of this new seed cane to supply the State, the production of sugar will be much greater than ever before. The part of this crop that will go into bags and cartons will not be appreciable, and the country mills will use more barrels than they ever did in the past.

Competitive Containers Have Not Killed Barrel Trade

During these past trying years among the cane growers, the coopers have been blaming the falling off of their sugar-barrel trade on the use of cartons, bags and pockets, but it is scarcely fair to blame competitive packages for taking a trade that has ceased to exist.

The cooperage business has expanded as rapidly as any other line of work, but many of us overlook this fact. We cling to traditions of "good old times." In a shop that is now kept busy for six months on a single big order for asphalt barrels, they still speak regretfully of the past years when they loafed all summer, then worked for six weeks making sugar barrels. Many great sugar plantations near the city have been cut up into truck farms, but, although such a plantation will now use 20 produce barrels for every sugar barrel used before, the cooper is still grieving over the loss of the sugar barrel orders he used to receive from the same estate.

Production Methods Changed

New uses and new markets for the barrel have been found, and even in the sugar-barrel business the loss is far more apparent than real. While the barrel consumption of the little mills has fallen off or entirely ceased on account of the smallness of the sugar yield, the importation of raw sugars has steadily increased, and the great refineries, working practically the year around on these raws, use more barrels than the plantation mills ever did. There is no longer the feverish rush of a six weeks' harvest time, for the work is now spread out over many months. We no longer see the picturesque heaps of barrels on the wharves, for sugar is no longer dumped on the market in that hurried and wasteful way, but the barrels are made, nevertheless. Barrels of sugar are no longer piled up in open sheds, or left exposed to the weather, but are loaded direct from the refineries into ocean liners, or into cars for the general trade.

Confectioners, bakers and the makers of soft drinks buy their sugar in barrels, and the supply of their emptied packages is never equal to the demand. These emptied sugar barrels are generally used for some other purpose, for sugar men would never accept returned packages, no matter how clean and sound they might be.

Some retail grocers prefer sugar in cartons, while others sell sugar direct from the barrel, weighing it out while the customer waits. The general practice among the chain stores is to buy sugar in barrels, then during the slack hours of the day put it up in packages of one, two or five pounds for rapid handling during the rush hours. They get a good return for their used barrels, but when they use cartons the high price they pay for these little packages is passed on to the consumer, who thinks it doesn't hurt him, because it is only a few cents at a time.

Taking the Shop to the Field

In this age of centralization it is curious to find an exception to this general tendency. It is plainly evident that to obtain the best packages at the lowest price, barrels should be made by machinery in large shops. Where business is strongly localized, one large shop, equipped with up-to-date machinery, is better than a dozen small hand shops, but the cooperage business here is no longer localized, and rapidity of manufacture is not the only factor to be considered. Two years ago one of our large coopers figured on putting in a full set of barrel-making machinery, but postponed making the change. Now he would not accept such an equipment as a gift. His business has grown, but where he once contemplated a large improved plant, he now operates an ordinary hand shop to take care of his local trade, and has half a dozen other hand shops at various shipping points, or located on the premises of his customers. By being in direct touch with the users of his barrels he can better understand their requirements, and his coopers are right on hand to watch the barrels as they are being used, can adapt their work to the customers' needs, correct defects and repair breakages. Best of all, after the needed stock has been delivered to the branch shop, there is no further trouble or expense over deliveries. The purchaser gives notice of his requirements and takes the barrels as fast as they are made.

Whenever a shipper finds a use for a good lot of barrels the cooper does not figure on the capacity of his town shop, or the cost of transporting made-up barrels, but makes the offer, "I will send out the stock, make the barrels on your premises, and my men will be right on hand to see that they meet your requirements." This has come to be good selling talk throughout this section, and generally saves the prospective barrel user the trouble and expense of installing a shop of his own. The barrels made in the shops in this city constitute the smallest part of the business of the coopers here.

Produce Shipments Heavy

Shipments of produce to the northern markets still continue to be remarkably heavy. Crops are so large that prices are said to be very low, and if the shippers did not use barrels they could not sell their products at all.

The oyster season has closed, and there is no longer any demand for oyster barrels, but the fishing is said to be good, and small quantities of fish and shrimp barrels are in demand.

There is the usual run of small miscellaneous orders that, taken all together, go to make up the large volume of business being done. Trade in second-hand barrels is brisk, as usual, the demand exceeding the supply.

SOUTHERN FOREST EXPERIMENT STATION DOING EXCELLENT WORK

The splendid work being done by the Southern Forest Experiment Station is detailed in a recent report by Mr. R. D. Forbes, who, in the capacity of director of the enterprise, has supervision over all its activities:

The work of the station is devoted to six subjects—fire protection, measurement, management, naval stores, reforestation and grazing—in each of which a number of distinct investigations are under way, all of a continuing nature, as to which only tentative conclusions can yet be drawn, and which for the most part will require some years to produce reliable results. First, emphasis is placed on fire protection, as to which the comment is made that a far larger percentage of the forest area of the South is burned each year than of any other forest region, while in 1923 the acreage burned in the nine Southern States was four times that in all other States combined. Various studies mentioned are being made to determine the exact nature and extent of damage by fire under different conditions. In the outline of work done along the line of forest measurement prominence is given to the study begun by the National Research Council with funds provided by the Southern Pine Association, under the direction of the Experiment Station. Results of the study of second growth tupelo, it is said, will be published as soon as the figures can be checked.

A number of investigations are recounted under the head of forest management, an interesting observation being that longleaf seedlings protected by scrub oak were nearly two and a half times as numerous as in the open. Although the report does not purport to be one of results or of detail, but rather one of progress in a general way, the work done on naval stores is gone into at some greater length. These tests were carried out on both longleaf and slash pine, one of the important observations made so far being that apparently a materially greater number of trees than the 50 used for each of the test units is needed to procure dependable results.

The work in forestation has included a number of investigations along different lines, under the general heads of seed, nursery practice, field sowing and planting. While the tests made by the station itself developed no great difference between wild and nursery grown seedlings of slash pine, the superiority of the nursery grown has been so confined by the experience of the Great Southern Lumber Company that no further tests of wild seedlings are planned.

Commenting on grazing, the statement is made that stockmen may be charged with setting 75 out of every 100 forest fires, under the belief that it improves the grazing. Definite tests are under way to determine this question, along with the effect of fires on trees, of grazing on tree growth and of tree growth on grazing.

Due credit is given to other agencies of the Forest Service for co-operation, as well as to the State Forestry Departments, and the need of more systematic co-operation with the latter is pointed out.

Walker L. Wellford Addresses the National Committee On Wood Utilization

Before a meeting of the National Committee on Wood Utilization, held at the Department of Commerce, Washington, D. C., on May 2d, Walker L. Wellford, president of the Chickasaw Wood Products Company, Memphis, Tenn., and also president of The Associated Cooperage Industries of America, delivered an able and informative address on "Wood Utilization." Mr. Wellford's long activity in the cooperage business and his thorough knowledge of timber and its uses, gives his remarks the foundation in fact that makes them authoritative. He spoke as follows:

"Much has been written about the destruction of our forests by the lumberman. There has also been as much written about the destruction by clearing the land for cultivation and by forest fires. A great deal of this is true, yet the destruction by the lumbermen has not been as great as one would imagine when the facts are known.

"When this country was discovered it was almost an unbroken forest from the Atlantic Ocean to the Mississippi River on the West and from northern Canada to the Gulf of Mexico. In addition to this there was considerable forest west of the Mississippi extending more or less from the north to the south.

"The early settlers' problem was to build a house and clear enough land to raise food, so that naturally much timber was wasted in both cutting lumber and clearing the forests with axe and fire. As the country grew, this progressed westward and southward, following the Ohio River as a southern boundary and the Atlantic Ocean and our eastern mountain ranges as another boundary. As the population increased, factories were constructed to manufacture the furniture, instead of bringing it from Europe, as was the case in the beginning. The woodworking business developed rapidly. Where practically all furniture and woodwork in Europe was made by hand, the Americans developed machinery and built large factories to supply the needs of the home people, and commenced the shipment of lumber and logs to the European countries, where the supply of wood had been depleted, and the people were already thinking of conservation.

"Up to this point very little criticism was just, but from this point on there was much wanton destruction. Railroads were constructed in all directions and all of the original railroads were constructed of wood—ties, bridges, cars, stations, etc.—and as these roads ran through dense forests, and the locomotives burned wood, fires were continually started by the sparks, and millions of acres destroyed. Much of this was unnecessary, yet with such vast resources it was not ever thought that the country would ever want for forests.

"As the factories were built along the lines of railroads, the sawmills rapidly cleared the land and the people followed with agriculture. New roads were projected into the forests and finally some of the factories were quite far removed from the source of supply. The railroads made low rates, in order to enable the factories that had been built up to secure their lumber at reasonable prices, instead of having to move large and expensive factories to the forests and then ship the furniture.

"Due to the low price of lumber and the vast forest resources, the mills cut nothing but the choicest trees, so that a great deal of good lumber was left in the woods to decay or be burned up in the clearing of the land. Finally lumber began to climb in price and much of the timber left standing by the mills, as not being fit for cutting, was found to be valuable and was cut into lumber of a lower grade, but being near the factories could be used in competition with the higher grades brought from more distant points. This supply, however, ran out, so that the factories in the east and even in the central and middle west, were confronted with a scarcity of supply at nearby points, and were forced to purchase the high grades and ship this lumber from the south and far north on rates that prohibited the shipment of lower grades.

"This is the point at which the greatest waste began. The mills in the south and far north and the Pacific Coast had no market for the lower grades, because the rates were too high to permit their shipment to the factories already established. Therefore they were compelled to leave standing many trees that were ready to cut, but did not contain enough high-grade lumber to justify their cutting them, with no market for the lower grades. In addition to this, quite a considerable lot of even the best trees produce low grades, so that much of this lumber was left to rot on sticks or burned up to get it out of the way.

"This question has received much thought, both by the lumberman and by the Forestry Department. From the laboratory at Madison, men have been sent out to the mills and in the woods to study methods of saving this lumber. Experiments have been made and volumes have been written about the question, both by theorists and practical men. Some work is already being done that is constructive. There are several factories that are engaged in handling nothing but the lower grades of lumber, at the source of supply, cutting away the waste parts and shipping the higher grades to the factories in partially fabricated condition. This requires a large investment in kilns and machines, and takes capital and much more intense study and application than it does to manufacture lumber.

"The Department of Commerce, among its many activities in the interest of building up the industries of this country, has called together a few men to consider the question of wood utilization. We are here today for this purpose. It is not an easy problem by any means. Cutting up dimension at sawmills in a haphazard manner will not save timber It must be handled in a conservative and constructive manner

"To illustrate: Recently the speaker saw a shipment of dimension lumber shipped from Wisconsin which had been sawed from green logs into exact dimensions. This had been piled in the yard in bundles, separated by sticks and tied with wire. Much study had been given and great care was exercised in handling, yet this dimension was checked and warped so that about 20 per cent. of it was waste. Had this been cut into flitches, stacked on sticks and air dried thoroughly and then kiln dried and cut into dimension, it would have been all available and no freight would have been paid on water or waste.

"Of course, there is considerable dimension that can be cut direct from the log, but to think that this is a solution of the problem is worse than a delusion. Some species of woods lend themselves to this better than others, and some can not be worked in this manner at all.

"Even the lumber that is sawed and stacked on the yard green, separated as to grades, deteriorates in drying, and many boards that were graded as firsts and seconds turn out to be number two common.

"There has been some effort on the part of the railroads to increase the rates on dimension, and there are now before some of the freight committees propositions to change the classifications so that the rates will be raised. This will defeat the very object that this committee is seeking. Dimension will not stand a higher rate than the high grades of lumber. With increased rates the lower grades will continue to be wasted."

SPECIFIC CASES OF TIMBER CONSERVATION THROUGH USE OF WOOD PRESERVATIVES

As an argument for timber conservation, one specific example—like the well-known bird in the hand—is worth several in prospect. The example of a railroad which reduced the area required to grow ties for its tracks from 3,400 square miles to 2,600 square miles is described by the U. S. Forest Service.

A progressive western railroad, which began the extensive use of chemically treated ties in 1900, averaged 245 tie replacements per mile per year in the eleven years following. From 1911 to 1920, the large part of the old untreated ties having been removed, the benefits of treatment began to be apparent. In this period the average replacements per mile per year were 188. In the years 1921 to 1923, inclusive, the replacements were 145, a reduction of 100 ties per mile from the first eleven-year period.

It is expected that still further reductions will be made in the future, but even with the low figure of 57 ties per mile—the saving of the 1911-1920 period over the previous eleven-year period—as a basis for computations, the total saving is found to be very great.

Estimating the miles of track in the road in question at 18,000 and the saving at 57 ties per mile, the total number of ties saved each year is 1,026,000. Since it requires 12 cubic feet of standing timber to produce one tie, this is equivalent to 12,312,000 cubic feet of standing timber. Estimating the average annual growth at 24 cubic feet per acre, this amount of timber is equivalent to the annual growth on 513,000 acres, or 800 square miles.

Another specific case where appreciable savings of timber have been made by the use of wood preservatives is reported by an eastern railroad. In the 12 years from 1898 to 1909, inclusive, during which time only untreated ties were used, the average number of ties inserted per mile was 230. During the seven-year period ending with 1923, the average number of ties installed per mile was only 138, in spite of the fact that the ties were being spaced closer in the track. It was only during these years that the effect of the use of treated ties began to be felt. Here is a saving of 92 ties per mile per year, or a total of 314,088 ties per year for the 3,414 miles in this railroad. This is equivalent to 3,769,000 cubic feet of standing timber, or the average annual growth on 157,000 acres—245 square miles—of forest land.

PORTUGAL AN IMPORTANT STAVE MARKET

CONSUL SAMUEL HAMILTON WILEY, OPORTO

Oporto has for many years been an important market for staves, which are used in the manufacture of containers for the storage and exportation of the large quantities of port and table wines produced in the surrounding country. The average annual consumption of staves in this territory amounts to approximately 3,000,000, of which about 850,000 are of American oak. During 1924 American tight staves valued at $454,028 were imported into Portugal, being the fourth largest foreign market for that United States product.

North European Staves Also Used

In addition to the oak staves imported from the United States, there was, before the war, a large importation from Memel, Riga and other Baltic ports. This trade ceased entirely during the war, but it is being gradually resumed. The price of these staves, however, is considerably higher than that of the American, and their use is restricted to the highest grade of port wines.

Efforts to Use Domestic Woods

Owing to the high price of oak staves, due to depreciation of the Portugese currency, every effort has been made during the past few years to use domestic woods, or those imported from countries whose currencies are also depreciated. Considerable domestic chestnut is used for staves, and a large number of chestnut staves are being imported from Italy.

Brazilian Woods Not Wholly Satisfactory

A Brazilian wood known as "Freijo" is also imported for the manufacture of staves, though its importation has declined owing to the poor quality received and to the fact that it imparts a flavor to the wines. Another Brazilian wood, known as "Itahuba," is also imported for the manufacture of "Balseiros," which are large casks used for storage purposes. Casks made from this wood are said to last as long as those made from oak if they remain stationary, but they can not be used for shipping purposes, as the wood is of such an oily nature that the hoops will not hold the staves together if the cask is subjected to jarring or vibration.

Sizes—Former Demand for Southern Pine

The principal demand at present is for 60-inch oak staves, and to a limited extent for 48, 44, 40, 33 and 24-inch sizes.

There was formerly a considerable consumption of American southern pine in Portugal, but importation practically ceased during the war and, owing to the depreciation of the currency, has never been resumed.

HOPE HEADING COMPANY OPENS NEW MILL

The Hope Heading Company, Hope, Arkansas, has completed and put into operation its new mill at North Hope. The new plant, modern in every respect, replaces one which was destroyed by fire in the latter part of 1924.

WANTS IN COOPERAGE LINES

The Minneapolis Barrel & Bag Company, Minneapolis, Minn., is in the market for a quantity of oil barrels.

John C. Mead, Ansonia, Conn., is in the market for two cars of cottonwood apple barrel staves, also a car of gum apple barrel heading.

Francis E. Littlefield, Hampden Highlands, Me., will shortly be in the market for a car of coiled elm hoops, also for approximately 10,000 wire hoops.

J. S. Jones Cooperage, 12 N. 19th Street, Richmond, Va., is in the market for two or more cars of single-head tar barrels.

W. R. E. King, Cumberland, Md., will be in the market about the middle of May for a stock of slack staves, hoops and heading, to replace material recently destroyed by fire.

Louisville Reports Heavy Crop Prospects With Corresponding Demand for Cooperage

Business continues quiet with the Louisville trade, but the general outlook is better than it has been. Indications point to a big first crop of potatoes, as acreage is large and growing conditions for general produce have been very favorable throughout the spring, which should result in heavy shipments. Some early stuff is already being shipped in mixed cars of iced barrels, going east. It is also believed that packers of food products will require more tight barrels this year than last.

This belief is based on the fact that canners and food product packers have not been so active over the past two years as in former years, due to high-priced and relatively scarce produce. In southern Indiana the canners and packers are planning to put up larger packs than last year, and many plants which had been idle or dismantled, are being put into shape for an active season. It is reported that a considerable acreage is being contracted by packers on cucumbers, pickles, tomatoes, etc., this year, and just recently the Illinois Central R. R. has announced some rate reductions on such products which will enable raw material to move to packing plants at lower freight rates, which will also be a help.

Tight Prospects Improve

The next cotton crop is several months off, but reports indicate a good acreage for 1925 as a result of several years of high cotton prices, and a big crop of cotton will mean more seed, and bigger demand for tight barrels from the packers of cottonseed oil products.

The paint and varnish trade is quite active, and it is believed that it is facing a big year, due to heavy building construction, activity in the auto, furniture and other consuming industries, and the easy payment plan of house painting which is being developed, and which should materially increase consumption of paint through more home owners painting at shorter intervals than in the past.

Large Stocks of Pre-War Whisky in Storage

Another interesting point for consideration was contained in a press dispatch from Washington, on April 15th, to the effect that today there are but 20,000,000 gallons of pre-war whisky in the country, mostly in 28 concentration warehouses, located largely in Kentucky. It was estimated that this supply was sufficient for medicinal needs of the country for about seven years. It was stated that there had been no whisky legally made in the country since 1922, and further stated that the government would probably make arrangements whereby fresh stocks of whisky would be produced about 1928, or in time to be aged four years before being sold to supply medicinal demand for liquor when present stocks are exhausted. Prohibition Commissioner Haynes was quoted as stating that medicinal consumption by prescription was around 1,750,000 gallons annually, as compared with some 30,000,000 gallons before prohibition. Of course, the estimated amount of whisky in distilleries is probably considerably above actual amounts, due to stealing, watering, evaporation, etc. Today there are very few old distillery plants which have been held intact and which could be placed in operation, but if permitted to operate, there will be probably no trouble over reinstalling necessary equipment.

As a result of most of the whisky concentration warehouses being located in the Kentucky section, there have been more empty whisky packages available in this territory than in other sections, because of steady bottling on government permits, but even on that basis the number of good barrels available is small as compared with that of pre-prohibition days.

Tight Stock Market

So far as can be learned in Louisville, production of tight cooperage stock is rather quiet at the present time, due to uncertainty concerning demand. However, there is plenty of material available. Prices are also hard to figure, as asking prices are one thing and selling prices another, on both stock and packages.

Red oak circled heading can be had at somewhere around 40 to 42 cents a set, and probably lower at mill points, while white oak is quoted at around two cents a set higher than red, and gum sets at about five cents under red oak. Red oak oil staves are quoted at about $45 a thousand, but can be picked up for less, while white oak is quoted at $50. Spirit staves are $75a$80 and gum staves, $35.

Tight Barrel Market

Quotations on tight packages in a small way continue at the same levels that have been in effect for months past, but are being shaded considerably on quantity purchases, and it is well known that red oak oil barrels, full size, 45 to 50 gallon, can be had at $2.50 and probably as low as $2.25. The price line-up is given as follows:

Gallons	Red Oak	White Oak	Spirit	Charred Spirit
1	$0.65	$0.70	$1.00	$1.15
2	.75	.80	1.15	1.30
3	.85	.90	1.30	1.45
5	1.25	1.35	2.10	2.35
10	1.60	1.70	2.35	2.60
15	1.75	1.85	2.60	2.85
20	1.90	2.00	2.95	3.20
25	2.05	2.15	3.20	3.45
30	2.20	2.30	3.50	3.75
45-50	2.70	2.85	5.00	5.50
Gum barrels	2.35			

Cooperage Concern in Toils of the Law

The Walsh Cooperage Works, operated by Eugene Walsh, in five warehouse buildings on North Fourth Street, between Main and Water Streets, have been locked and sealed by government agents, following a raid on the plant, and the finding of large quantities of red whisky in kegs, and a complete bottling plant, mechanically equipped, together with supplies of corks, bottles, labels, strips, etc. The concern, to all outward appearances, was engaged in the used-barrel business. About two years ago Eugene Walsh was tried in Federal court on a similar charge, and was fined $1,250.

Walsh, when arrested previously, plead not guilty before U. S. Commissioner Arthur Kirk on charges of illegal possession and manufacture of whisky. He was held over to the October Grand Jury under bond of $1,000. Although there were a number of employees in the building no other arrests were made.

It is claimed that the company was buying fresh barrels from distillers, using live steam and hot water to draw whisky out of the wood and working the stuff over, while it was also intimated that a good deal of whisky was probably being brought in from outside. It was claimed that there were about 4,500 empty barrels and kegs in the plants, many thousands of empty bottles and large quantities of bottlers' supplies.

Later it became known that the property was owned by Mrs. Eugene Walsh, and that a son, John Walsh, was connected with the business; a car belonging to the son having been seized in a loading shed at the plant. It was intimated that warrants might be served against the wife and son on charges of conspiracy.

Notes of the Trade

The J. D. Hollingshead Co., Chicago, so far has done nothing regarding rebuilding of its plant burned in Louisville last January, other than have plans drawn for rebuilding on the old site. In the meantime Paul Dysart, Jr., manager for the company here, is looking after orders, and shipping to customers from the Thebes, Ill., slack barrel plant.

J. N. White, Louisville Cooperage Co., recently returned to Louisville following a trip to the company's mills in the South, where the concern has been cutting up bolts, but not doing much logging for some weeks past.

Frank R. Straub, who resigned a few weeks ago as secretary of the Chess & Wymond Co., Louisville, has recently entered the life insurance business with the Northwestern Life Insurance Co., at Louisville, under State Agent C. D. Rodman.

The Chess & Wymond Co., Louisville, has recently quit manufacturing automotive wood stock in the plant at Louisville. Last season the department was established, and some large orders secured, but competition on such business is keen, and margin too small to be profitable. The company has recently installed another lumber plant at Crew Lake, La., where a circular mill has been established.

The J. V. Stimson Lumber Co., interests of Owensboro, Ky., have recently purchased from the I. B. Wilcox Lumber Co., Louisville, a band sawmill at Burdette, Miss., which has a capacity of about 40,000 feet daily.

SUGAR TOUCHES NEW LOW PRICE LEVELS

Report from New York, under date of April 28th, says prices of raw and refined sugar touched new low levels for the year on that date. Continued favorable crop developments in Cuba led to increased offerings from that quarter, resulting in a decline to 4.33 cents a pound, duty paid. List prices of refined sugar fell to 5.65 cents for fine granulated.

DRY-ROT AN INSIDIOUS ENEMY OF TIMBER

Of all kinds of rot which destroy timber, that called dry-rot is the most insidious and develops with the greatest rapidity, according to C. J. Humphrey, pathologist of the U. S. Forest Products Laboratory, which is directing attention to the importance of decay prevention as a part of its activities during American Forest Week, April 27th to May 3d. Dr. Humphrey says:

Dry-rot is an indoor fungus primarily. Once it gains entrance into a building, within a single year the floor and lower portions of the walls may become a crumbling mass of wood unfit for further service. In sheds for the storage of lumber, dry-rot developing in the floors will spread rapidly into any materials in contact.

None of the common woods of the United States are immune to dry-rot; even heart cypress and oak crumble to dust under its action, sometimes within six months. Tarred roofing and building papers also fall a ready prey, and even mineral shingles composed of cement and asbestos have been known to warp and discolor when in contact with dry-rotting wood.

The dry-rot fungi gain their name and their distinction from the fact that they are frequently found in wood far from any apparent moisture supply. In reality they do not grow without moisture and are as powerless as any other fungus to infect thoroughly dry wood. Given moist wood in which to start, they are able to make their way a surprisingly long distance in dry timbers, drawing the water they need from the moist wood or soil through a conduit system of root-like strands. One of the most dangerous of the dry-rot fungi sometimes produces water-conducting strands the size of one's wrist. These could easily be mistaken for root or vine growth. They originate at the ground and grow upward into the first-floor supports, conducting moisture to the wood as they grow and spread. Tiny fungous threads then thoroughly permeate the moistened wood and soon utterly destroy it.

Dry-rot infections are hard to eradicate from a building on account of their insidiousness and the large areas usually involved. Very often the fungus extends up inside the walls and attacks door and window frames as well as studding and other timbers. Sometimes the second story is reached. In lumber sheds the fungus frequently runs up the posts and spreads from these to lumber piled in contact.

The thing to do in case of any dry-rot outbreak is to make a careful examination of the premises and remove every trace of the fungus or the decayed wood. The damaged parts must then be replaced, preferably with timber which has been treated with a good wood preservative. If the soil beneath the building, or the foundation wall, appear to be overgrown with the fungus, a sprinkling with some fungicide solution such as coal-tar creosote, carbolinium, zinc chloride, or sodium fluoride is advisable. If earlier defects in construction are then corrected, such as insufficient ventilation, contact between timber and ground, leaky roofs, poor plumbing, and any other factors which permit the timber to become wet, the householder need have little fear of further infection.

Every step in the eradication must be thorough and careful, however, for traces of the fungus left in any portion of the building where the timbers are moist will continue to develop and spread to new timber and eventually cause further trouble. This precaution is particularly important, for the dry-rot fungi during their development will have carried many gallons of water upward into the building and wetted many of the timbers so they are soaked and dripping and hence susceptible to further infection.

EASTERN MILITARY RESERVATIONS DESIGNATED AS NATIONAL FORESTS BY EXECUTIVE ORDER OF PRESIDENT

A number of military reservations, located in eastern States, have, by a recent executive order of the President, been designated as national forests. The areas set aside for timber propagation are: The Dix National Forest, 6,800 acres in New Jersey; The Pine Plains National Forest, 10,000 acres in New York; The Tobyhanna National Forest, 21,000 acres in Pennsylvania; The Lee National Forest, The Humphreys National Forest and The Eustis National Forest, totalling approximately 17,000 acres in Virginia; The Meade National Forest, 4,725 acres in Maryland; and The Upton National Forest, 6,200 acres on Long Island, New York.

The various parcels of land were acquired during the world war as sites for military camps, and are still used for that purpose, although in a vastly curtailed measure.

It is the plan of the Forest Service, as soon as funds are available, to undertake the administration of these forests. This administration will consist of fire protection, replanting in some areas, general care of the standing timber, and the sale of such forest products as can be spared without detriment to the project.

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THE PROMISED PROSPERITY

In the fall of last year, subsequent to the election of Mr. Coolidge to the presidency, professional business soothsayers and prophesying economists were unanimous in the prediction that a golden era of commerce and trade was about to dawn, and that the country was on the eve of a sustained period of prosperity such as we had not experienced since the feverish days of the world war. The settlement of the issue between our two great national parties, which resulted in the continuance of a republican administration, was to set at rest any fears that "big business" entertained relative to inimical changes in the personnel or policy of the White House or Congress, and was to furnish a firm foundation for the confidence that is so vitally essential to the development and progress of both foreign and domestic trade. Forecasts of widespread activity in all the major lines of industry, of easy orders, and of profitable prices to be secured by the manufacturers and purveyors of commodities of every type and description, were made with freedom and abandom, and the country was led, in prospect, to the verge of a Utopian era in which surcease of business worries and cares was held out as a glittering promise. The enthusiasm of the prognosticators, while doubtless founded in a laudable desire to inject renewed energy into a somewhat spiritless and listless economic situation, led them into a trifle of exaggeration and that part of the business world who accepted their pronouncements at full face value find themselves, in many cases, mildly disappointed in the developments of affairs to date. True, there has been a distinct and plainly noticeable betterment in general trade conditions in numerous directions, and there has been a satisfactory increase in demand and distribution in many lines, but the universal prosperity that was dangled before the eyes of business has not yet been achieved nor need we expect it to come to pass unless we are willing and eager to exert ourselves, individually and collectively, to bring it about. While the advancement and progress of business, the expansion of markets and an increase in the consumption of every staple item of commerce is inevitable as time goes on, and as the population of the country grows, the industry that is content to rest on its oars and move forward only as the current of general business carries it, will find itself in the back-wash of those which put intelligent "pull" into their activities. In the race to gather the greatest good from the prosperity that assuredly will reward us if we will strive for it, competition is keen and every available agency that will aid the cooperage industry in gaining popular approval and public preferment for its products must be utilized. The barrel as an abstract proposition is the most practical and generally satisfactory container in the world today—but that fact must be forcibly and indelibly impressed upon the conscience of the consuming trade, and the impression must be kept fresh and virile by constant repetition and reiteration. The manufacturers of competitive containers, aggressive and militant, are ceaselessly striving to place their goods in a position of dominance in the container field, and only organized resistance to their efforts will keep the barrel in its rightful place of leadership.

One of the most powerful and potent instruments that the cooperage industry possesses for the checking of competition and the advancement of its common interests is the Trade Extension Department of the national organization—The Associated Cooperage Industries of America—which is doing such splendid, efficient work in establishing broad, personal contact between the industry as a unit and its consuming patrons. It is functioning with admirable smoothness and effect and is vindicating the vision of the progressive and far-seeing individuals who are responsible for its inauguration. Given the wholehearted and generous support to which, by its merits it is entitled, it will, beyond question, prove its worth in bringing to us the prosperity which the commercial prophets promised us for 1925.

WEATHER PERMITTING, APPLE BARREL STOCK SHOULD BE IN GOOD DEMAND, SAYS C. M. VAN AKEN

The past month has been one of "watchful waiting" in the slack cooperage industry. There has been the usual demand for cooperage along lines other than fruit, but the fruit business is a sufficient factor in the slack-barrel industry to have a decided effect upon it. If there is a good demand for fruit-barrel stock, that, with the usual demand for material used for purposes other than fruit, has a tendency to make the slack barrel industry prosperous, but when the fruit-barrel people, for one reason or another, discontinue buying, then the demand outside is not sufficient to consume all of the material made, and an over-production at the mills is apt to follow. On several different occasions heavy frosts in April have eliminated or annihilated a very promising fruit crop. As a result, between December and March, inclusive, most of the fruit barrel people place orders for a portion of their requirements, that portion being what they anticipate using, regardless of frosts, and then during April they wait and wonder whether they are going to be able to use the material they have bought or whether it will be necessary for them to duplicate their orders. Up to the present time there have been two or three slight frosts in the fruit districts, but it is generally believed that these have not been sufficient to seriously injure the crop. Therefore, we are hoping that during the next week or so the weatherman will furnish weather that will justify the apple-barrel coopers in feeling that duplicate orders during May and June will be a necessity for them. A boy in France, who was shot through with holes, looked up at the doctor, who was taking an inventory of his injuries, and said: "Well, 'Doc,' outside of that I am all right, ain't I?" So we can say that, outside of the above, the cooperage industry is all right.

GENERAL IMPROVEMENT IN INQUIRIES AND ORDERS, SAYS FRANK M. SCHERER

We have noted a general improvement in both inquiries and orders during the month of April as compared with the previous month, but the general opinion of most manufacturers and other branches of the cooperage industry seems to be that market conditions are not what they should be. However, all the fundamental conditions affecting the cooperage industry throughout the country appear to be sound, and there is no need of pessimism and price-cutting. It has been clearly demonstrated, perhaps to all of us, during the last 30 days, that drastic cuts in price will not stimulate business. For example, we believe there would be just as many No. 2 30-inch staves sold today at $7 as there are at $5.25 and $5.50. In this connection it may be well to remind large buyers of No. 2 staves that they seem to be overlooking a wonderful opportunity to purchase this item at prevailing prices. Years ago No. 1 staves were selling for $6, mill-run $5 and No. 2 at $4. Surely today's price on No. 2 staves, with all the extra costs taken into consideration, should appeal to the large and small consumers.

No. 1 staves and heading are reported in fairly good demand, and the prices these items are bringing are satisfactory, but with the extremely low price of No. 2 stock, the average the mills are getting for their standard staves and heading is much below the cost of production.

Hoops are somewhat lower and the demand has dropped off to some extent, but this commodity enjoys a more healthy state than any other branch of the cooperage industry. There is a general feeling that present prices of hoops will not be with us very long, and, while no one is looking for extremely high prices, there no doubt will be some improvement.

The future of the apple-barrel situation depends, for this year, entirely on the weather conditions during the next 30 days. By the first of June, if nothing happens, the orchardists will be able to fairly estimate their crops and, with this determined buying of apple-barrel stock, should improve.

After a very careful check-up of present prices it will be pleasing to such users of apple-barrel stock who have not purchased to know that they can now obtain their supplies at practically the same prices as prevailed in October and November of last year. There already is a tendency on the part of some to take advantage of this situation, because they realize that if the crops come through in good shape that values will become higher.

One of the most pleasing features of the cooperage situation in general is that we will not have any period of extremely high prices this year, such as we had at intervals during the last two years and which played great havoc to the industry in general. Prices have been fairly steady, which, in itself, will help more than anything to replace the confidence of the buyers.

It is becoming more apparent every day that the manufacturers, dealers and consumers of cooperage must combine their knowledge and efforts in holding up our industry and create new demands for the barrel, and this can be accomplished in no better way than that each and every one, who is not a member now, join the Associated Cooperage Industries of America and support this good work wholeheartedly. The 10th annual meeting in Memphis comes at a very opportune time and should be attended by all who are interested in the present and future of the cooperage industry.

COOPERAGE INDUSTRY REPRESENTED ON LUMBER EXPORT ADVISORY COMMITTEE OF DEPARTMENT OF COMMERCE

The personnel of the Lumber Export Advisory Committee, Bureau of Foreign and Domestic Commerce, has recently been announced by Julius Klein, director of the Bureau, and it includes W. K. Knox, of the Lucas E. Moore Stave Company, and Walker L. Wellford, of the Chickasaw Wood Products Company, as representatives of the cooperage industry.

Discussing the significance of the newly-appointed Lumber Export Committee, Director Klein stated that a very large share of the Commerce Department's success in selling American goods in foreign markets is due to the fine attitude of leading exporters in different commodities in joining the so-called Industrial Advisory Committees of the Department.

There are nearly seventy of these committees, with memberships made up of several hundred recognized leaders in business, manufacturing, farm co-operative associations, shipping and banking, who have spent years and countless dollars accumulating invaluable experience and commercial information which they donate to the Commerce Department in an effort to put the U. S. A. over the top in the struggle for foreign trade. They know just the type and kind of information needed, especially the most effective methods of distributing such data with maximum trade-promotive results, and their guidance eliminates all waste motion effort.

Working through the commodity experts in the Commerce Department, their advice and guidance are imparted to the thousand odd government trade representatives in all parts of the world, whose incoming trade reports, therefore, provide American industry with the precise facts required to jingle the national cash register with the coins of satisfied foreign customers.

Under the Hoover plan, Klein says, industry is helping the Commerce Department help industry. Under the old system they had very little voice in the matter, whereas they are now in the closest "offensive and defensive alliance" with the government department and are selling their products in all parts of the world, frequently in the face of cut-throat competition and exasperating obstacles of every description.

COOPERAGE EXPORTS FOR FEBRUARY

Cooperage exports for February, as set forth in *Commerce Reports*, the official organ of the Bureau of Foreign and Domestic Commerce, consisted of 5,200,000 slack and 2,651,000 tight staves, 233,000 sets of heading, 68,000 sets of tight and 42,000 sets of slack cooperage shooks, 16,000 empty barrels, casks and hogsheads.

What Is the Legal Limit of a Trade Association's Activities In Limiting Competition Among Its Members?

In an illuminating article carried in the April issue of "The Fruit Products Journal and American Vinegar Industry" the vexing question of the permissible scope of a trade association's activities in controlling prices and limiting competition is treated in an able manner by Elton J. Buckley, who said, in substance:

"For several years the scope of a trade association's legal rights has been a controverted question. The Federal Trade Commission has always taken a very narrow view of the matter, and has brought several prosecutions expressing this narrow view, most of which have been overruled by the courts. The Department of Commerce has also expressed itself on the subject, its view being much more liberal than the commission's.

The Vital Question

"The question at issue is: How far may competitors—members of the same line of business—act through their association along lines which may tend to eliminate competition or even lessen it somewhat among themselves?

"One of the few cases to go into it at all thoroughly is the case I refer to. It involved the legality of the activities of an association of a number of jobbers in paper products, the Pacific States Paper Trade Association. The Federal Trade Commission brought a case against this organization on the ground that it was fixing prices at which its members should sell, that it held meetings that were simply schemes to find and adopt plans to restrain competition, and that it had intimidated manufacturers into refusing to sell paper direct to retailers over the jobbers' heads.

"The United States Circuit Court of Appeals upheld the commission's decision in one respect, the last, and reversed on all the others. The view which both bodies took is important in view of the forthcoming attack upon the methods of a large number of trade associations.

Quoting of Prices—Making Sales

"Now, what this association did in the way of price fixing was this: It published and distributed among its members uniform price lists to be observed in the sale of wholesale paper and paper products, and from the prices thus fixed the members were not at liberty to depart. This price list was used in quoting prices and making sales, and was habitually carried and used by salesmen of the members when traveling for the purpose of securing business. But the association did not have any rule or requirement that the price list be observed or carried in quoting prices or making sales, and the quoting of lower prices or the making of sales at different prices was not deemed an infraction of any rule or trade regulation of which any jobber or wholesaler could complain.

"As to this method of 'price fixing,' the court had this to say:

"'The use of a price list of some kind for the information and guidance of salesmen in taking orders and making sales is almost a necessity, and it is going very far to say that the mere use, without combination or agreement, of a particular price list, which the salesmen are not bound to follow and which differs or may differ from the price lists used by other salesmen in the same locality, has such a tendency to fix prices or limit competition as to bring it within the condemnation of the Anti-trust Act. The principle involved is perhaps more important than the right to use any particular price list, but we do not think that the prohibition is justified by the stipulated facts or by any proper or legal inferences therefrom.'

"From this the law appears to be that the members of an association can adopt a uniform price list, the distinct purpose of which is to keep the market stable and uniform, and—although it has the result of causing competitors to sell at uniform instead of competitive prices—it is not illegal if there is no actual *agreement* that the members shall follow the fixed prices and no penalty if they do not.

"Some day in the probably not distant future some court will have to settle a question which is still more or less unsettled, viz.: When a body of business men adopt a plan which, if they use it, will, as they know, restrain competition among themselves, and they do use it and it does restrain competition, is it saved from illegality merely because they have carefully refrained from adopting an iron-clad agreement on the subject and a penalty in the event of a violation? The United States Circuit Court of Appeals seemed to think, in the above case, that it was so saved.

"Now as to the meetings of the association, which the Federal Trade Commission found were also illegal, it appeared that the following subjects were discussed: Uniformity of discounts, the establishment of re-sale prices by manufacturers, the guarantee of prices against decline for specified periods, the question of cutting prices on certain items in order to move them quickly, and re-sale prices by the members of the association. If these discussions took the form of concerted plans along these lines, it seems to me as if they come close to the line of illegality. The court did not decide this question fully, but merely held that 'no doubt discussions at such meetings which tend to monopolize trade or fix prices in interstate commerce come within the prohibition of the statute, but neither the court nor commission is justified in presuming the unlawful purpose without proof.' Technically, the court held that on this point the commission hadn't made its case out.

Court Upheld One Point

"In one point only the court upheld the commission's case. It appears that, as in many other lines, the paper jobbers thought all the trade from manufacturer to retailer ought to go through them. Therefore, they resented it when manufacturers sold the retailer direct and operated various schemes to make their resentment effective. The usual means were used—argument, promise to give trade to manufacturers who stood by the jobbers, blacklisting and boycotting manufacturers who refused to stand by. The court held this part of the case proven. Its point was that even if the jobbers had on the surface gone no further than persuasion, the fact that their position was backed by 75 per cent. of all the jobbers in the territory necessarily made it intimidating, especially when they had in certain cases followed their 'persuasion' with a boycott.

"I feel that associations who take an interest in the subjects that this association took an interest in, ought to put their methods under the microscope in the light of this decision."

IMPROVED METHODS FOR CONTROL OF BLUE STAIN BEING EVOLVED

Mr. E. E. Hubert, of the U. S. Forest Products Laboratory, Madison, Wis., makes the following comments on the waste of forest products which results from the organism known as blue stain:

"The nation's bill for losses inflicted by the common defect in lumber and wood products known as blue stain amounts to over ten million dollars annually. The loss results primarily from a reduction in grade accompanied by a drop in the selling price. Methods of preventing blue stain are in process of improvement, and efforts are constantly being made to find new ones. The preventive measures available to the average mill man are by no means confined to a single method.

Kiln Drying

"Artificial seasoning (kiln drying) is an effective method of eliminating blue stain. With sufficiently high temperatures the lumber is sterilized as well as seasoned. This effect is of special value in such woods as sap gum, where stain and sap rot enter the log before it is sawed into boards; sterilization by heat prevents further development of the stain and rot fungi.

Steaming

"The 'sweat box,' or steam box, is another form of treatment which seems to be gaining ground, particularly in the southern lumbering region, and is reported as a very effective means of preventing sap stain. This consists of steaming at atmospheric pressure one or more truck loads of open piled lumber within a steam box of simple construction. The claim is made for this heat treatment that it reduces the period of air seasoning from 90 to 60 days, and in some cases to as low as 30 days. When sufficiently high temperatures are used for the required length of time, this method is also effective in sterilizing the lumber. The rapid evaporation of surface moisture from the treated boards when exposed for drying prevents the development of sap stain fungi during the early and (in respect to blue stain) critical period in the seasoning process.

Dipping

"The dipping of stock green from the saw or knife in heated or cold chemical solutions has been practiced for a number of years with varied results. Several mills report that good results are obtained with the use of various soda dips, while others report no success. A considerable amount of experimental work has been done by government bureaus and others in an attempt to improve the chemical methods of prevention, but as yet no entirely satisfactory process has been developed for all conditions. The most common dip liquor in use is the heated solution of alkaline salts of sodium. The tendency at present is to use dips containing roughly 50 per cent. each of sodium bicarbonate (baking soda) and sodium carbonate (soda ash). A four per cent. solution seems to be quite effective in moderately dry or cool weather, but six to eight per cent. should be used when the weather is very humid. In dipping certain kinds of wood, such as the white pines, care must be taken by regulating the strength of solution to prevent a yellowing of the wood. Field observations lead to the belief that more careful handling of the soda dip process is bound to give better results. The proper use of heat in the solution, a longer period of soaking, greater care in keeping the alkalinity of the solution up to standard, and care to prevent bulking of dipped stock are of great help in improving the results, and further experiments along the lines suggested will be found well worth while.

Prevention of Log Stain

"The use of chemicals in preventing log stain—as the sap stain which enters before sawing is commonly termed—is receiving considerable attention and bids fair to become an important means of reducing losses. End coatings containing anti-stain chemicals and so prepared as to aid in reducing and checking in logs which move slowly to the mill may also be found effective in preventing sap rot, one of the sources of serious loss in many lumbering regions.

"With the best of preventive methods at our command, however, we can not hope to eliminate blue stain entirely from wood. A certain amount of blued stock must therefore be marketed. Proper utilization of blued wood for purposes where such stock is not objectionable will go a long way toward reducing the present monetary loss.

"Sap stain losses throughout the United States represent an annual bill of approximately 48.5 cents per thousand feet on one and three-quarters of a billion feet of lumber, which is the production figure for a group of mills reporting sap stain losses. Field observations and additional data indicate that the figures are very conservative. That this type of loss is a drain on our forest resources, however, is not always recognized; but when one stops to consider that potentially high-grade lumber is reduced to lower grades through sap stain, it is easy to see that a large supply of the best logs is needed to fill the gap. Necessarily, a more rapid depletion of our forests follows along with the over-production of lower, less easily marketed grades of lumber."

W. M. BARRON COOPERAGE COMPANY PURCHASES ADDITIONAL PLANT

The W. M. Barron Cooperage Company recently announced the purchase of the Wunderlich Barrel Factory, at Springfield, Mo. The new addition to the Barron company's chain of plants makes a total of five slack cooperage operations which they are conducting at present. The various units are located at Springfield, Republic, Marionville, Carthage and Aurora, Mo.

With the splendid shipping facilities and the large production capacity which they possess, the company is enabled to advantageously handle orders of any size and to make speedy deliveries on rush business.

A PROBLEM OF FIRST MAGNITUDE

"That New York State contains an area equal to Massachusetts, Rhode Island and Vermont, which will grow timber, but will not grow farm products, and that it contains an area equal in size to Connecticut and Rhode Island owned in connection with farm properties capable of being managed on a profitable basis of forest production," was the statement made by Dean Franklin Moon, of the New York State College of Forestry, Syracuse University, at the annual Grange Day recently held under the auspices of the College of Agriculture at Syracuse.

The Dean said that "Forestry is no longer a cause, but an economic problem of first magnitude," and to show its importance in New York he called attention to the fact that out of 30,000,000 acres in the State, 40 per cent. was true forest soil, or about 12,000,000 acres. Four million acres are in farm woodlots, and this area is not being managed on a profitable basis.

PULSE OF THE TRADE

FRUIT BARREL OUTLOOK VERY GOOD

Illinois River Barrel & Box Co., Beardstown, Ill.—The outlook for fruit barrels is very good. Our barrel business has been fair and our box business has been good up to the first of April. We expect a heavy trade in apple barrels this summer. We are not in the market for anything at present.

WILL NEED SOME HOOPS LATER IN SEASON

Francis E. Littlefield, Hampden Highlands, Me.—Business is fairly satisfactory. I shall be in the market for a car of coiled elm hoops later in the season; will also use about 10,000 wire hoops.

DULLNESS IN PACKING PLANTS AFFECTS DEMAND FOR BARRELS

J. R. Kelley Cooperage Co., Kansas City, Kansas.—Operations at the plant are considerably below normal, owing to the scarcity of live stock. We do not anticipate any decided improvement until the summer hogs are marketed.

ESTABLISHED IN 1851—STILL GOING STRONG

H. Metzger's Sons, Richmond, Va.—We are here and at the same old stand since 1851. Still doing a reasonably good business, and open for more at any time. Let us have prices on buying in our line, and don't forget the date, 1851.

THE FUTURE ALWAYS HOLDS PROMISE

M. D. Malumphy, Ansonia, Conn.—There has been a noticeable sluggishness for the past 30 days in business in general in all the mills through the Naugatuck Valley, and it is now only moderately satisfactory. The outlook for the "near future" is not too good, but the "distant future" always entices us to live in hopes, and so we do.

IMPROVEMENT IS EXPECTED

Minneapolis Barrel & Bag Co., Minneapolis, Minn.—Business at present is not rushing, but we expect it to pick up. At the present time we need oil barrels.

BUSINESS FAIR—WILL BE BETTER DURING MAY

John C. Mead, Ansonia, Conn.—Business fair at present. Indications point to improvement after May 1st. Am in the market for one or two cars of cottonwood apple-barrel staves if quality and price are right. Also a carload of gum heading for apple barrels.

BUSINESS QUIET BUT PROSPECTS GOOD

J. S. Jones Cooperage, Richmond, Va.—Business is a trifle quiet in this section at present, but the future looks promising. I am in the market for a few cars of single-head tar barrels and will be pleased to hear from nearby points.

SLACK BUSINESS WILL BE AIDED BY GOOD APPLE CROP

W. R. E. King, Cumberland, Maryland.—From present indications in this territory there will be a good apple crop harvested—this will mean brisk business in slack barrels. My plant was destroyed by fire last December and I am considering rebuilding along strictly modern lines. I shall be in the market for stock about the middle of May.

JUST WHAT IS THE MATTER?

Maryland Cooperage Company, Baltimore, Md.—In reference to our opinion of the outlook of the cooperage business for the near future, we wish to state that even should the demand increase on second-hand cooperage, it wouldn't improve matters much, as there seems to be some trouble connected with this trade which is epidemic. Inspection is very severe, the buyers demand barrels with perfectly level heads and free from cracked staves or any defects, and we presume that this is caused by coopers, as they do not turn out the work as they used to, and the preparation of the barrels runs up too high. We can tell that whenever we have to cooper barrels, there is no profit in it; in fact, a loss. It is the same with the consumer—when the cost of preparation is too high they prefer steel drums, and this pushes the wooden barrels out day by day. We are sorry to see the old barrel go that way.

LOOKING FORWARD TO BETTER BUSINESS

Jacobson Bros. Barrel Co., Milwaukee, Wis.—Please be advised that present business conditions are none too satisfactory. The first two months of the year started fairly well, but during the past month very little was moving. We are looking forward to better conditions shortly, but just what can be expected is very difficult to predict at this time.

Not in the market for anything just now. We offer about three carloads of double-headed half paint barrels, reasonable; suitable for tar or paint.

WITH THE DULLEST PERIOD PAST PROSPECTS ARE BRIGHTER

Jos. H. Kirk Company, Chicago, Ill.—Business in Chicago and vicinity has been very quiet for the past two or three months, stock-yard business especially; but with Lent over and with prospects of the price of lard coming down, we believe that our dullest period is now past and that there is a good year's business ahead of us.

We handle everything in the second-hand barrel line, both slacks and heavies, also butter tubs.

A FULL REPORT
of the
CONVENTION
of the
Associated Cooperage Industries of America
in session at
MEMPHIS, TENNESSEE
May 4th, 5th and 6th
will be carried in our next issue

TRADE IMPROVEMENT DEFINITE

Stephen Jerry & Co., Inc., Brooklyn, N. Y.—March and April are noticeable for a slight improvement in the cooperage business in this territory. The demand for barrels is quiet but there is a gradual, but definite, improvement that proves there is a more solid basis for better business all along the line. That slow but sure development of conditions for better business—so much to be desired—is, undoubtedly, taking place.

POTATO BARREL MANUFACTURERS ARE FAIRLY OPTIMISTIC

Littleton Barrel Co., H. A. Littleton, Boxom, Va.—On the Eastern Shore manufacturers are just starting to make barrels for potatoes, which are marketed in June and July. Most of the factories are filled with materials and will not take in further quantities until present stock is reduced. This buying in careful quantities will exist for next 90 days. Price of pine barrels delivered is expected to be about 45 cents. Farmers and manufacturers are fairly optimistic.

ENGLISH APPLE EMBARGO DENIED

The United States Bureau of Agricultural Economics recently issued from its New York office an announcement to the effect that all rumors about Great Britain putting an embargo on American apples were absolutely untrue. How this report got started is not known but the denial of it came direct from the United States Department of Agriculture connected with the American Embassy, London, England.

BUFFALO COOPERAGE MARKET

The slack cooperage trade has been slow during the past month, chiefly because of the unsettlement in the flour market. The millers are not able to sell much flour while the gyrations in the wheat market are so unusual as well as frequent. Prices are up 5 cents or so one day and down that much or more the next, so it is not only difficult to get new business, but also to keep customers in line when they have already bought, probably at considerably higher prices. The export flour trade is not brisk, but is helping to keep the mills going in some cases.

Spring Slow in Arriving

Not much demand for fruit barrel stock has developed as yet, as it is too early. The fruit crop is expected to be fair. The season is backward, which is rather a good sign than otherwise. On April 20th no blossoms, even on cherry trees, were showing and the later fruit trees, such as apples, were scarcely showing any green. In northern New York a foot of snow was reported, and the temperature in Buffalo was down to the freezing point during the previous night.

Slack Prices Soft

Slack material has been easy in price during the past month and some declines are shown, although a little buying would promptly bring about a fairly strong market. Coopers are not likely to plunge in their buying this season, as they are afraid that declines may take place, or something happen to damage the apple crop.

Buffalo's flour mill industry, which has expanded greatly during the past year was recently featured in one of the Sunday newspapers, and the importance of the business emphasized. Views were shown of the Washburn-Crosby, Pillsbury and Russell-Miller mills and of processes of making flour. More space has been given by the local press lately to this branch of trade than ever before, and attention has been called to the fact that Buffalo has been crowding Minneapolis for first place as a milling center.

Apple Storage Experiment

A successful experiment in storing apples in one of the large egg storage rooms of a packing plant is reported from St. Thomas, Ont. The room is cooled by driven air, instead of ammonia pipes. Wilson H. Mills, an apple grower who made the experiment, says that the apples are coming out as fresh as when put in and with a fine flavor.

Trade Notes

Edward B. Holmes, president of the E. & B. Holmes Machinery Co., was elected one of the directors of the Ellicott Club on March 13th. This organization is in charge of the finances of the Buffalo Athletic Club, one of the principal business men's organizations of the city, with a fine clubhouse on Niagara Square. Mr. Holmes returned at the end of March from a vacation at Boca Grande, Fla.

Frank F. Glor, who was long connected with the cooperage industry of Buffalo, died on March 19th, at his home on Prospect Avenue in this city, aged about 55 years. He was the son of Peter Glor, who had a cooperage shop here years ago, and who was succeeded by Glor & Gridley. With his brother, Edward, he was a member of the firm of E. & F. Glor, who built a shop on Chandler Street, in lower Black Rock, making all sorts of tight and slack barrels, bringing the timber in in the log and sawing it up. He later retired from the business and moved to Springville, this county, where he engaged in farming and real estate business, then retiring to this city, where he had lived for some time.

George W. Little, of Jackson & Tindle, is in charge of the soliciting of funds from the lumber offices downtown in connection with the annual charities and community fund campaign, which takes place here during the coming month.

The capital stock of Charles M. Allen, Inc., which manufactures butter tubs at Fulton, N. Y., has been increased from $25,000 to $100,000 in order to look after increased business.

The Quaker City Cooperage Co. reports that the flour barrel demand has not been so active recently, but the shop is getting a good proportion of the trade of this vicinity.

The irrepressible Bobby Leach, whose Niagara Falls exploit in a barrel brought him fame, dating from July 28, 1911, when he went over the Horseshoe Falls, has made an announcement that he will again startle the world by a similar venture.

BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY

BONE DRY — BONE DRY — BONE DRY — BONE DRY

BONE DRY — BONE DRY — BONE DRY — BONE DRY

BONE DRY TRADE MARK REGISTERED

—"Bone-Dry" STAVES—

The "Bone-Dry" family is growing—an addition being STAVES. We are now operating a modern Stave Mill in Cape Girardeau, Missouri. You are acquainted with "Bone-Dry" Gum Mixed Timber Heading. Let us introduce you to "Bone-Dry" STAVES. You will be impressed, we are sure.

BONE-DRY is the BEST BUY

HIMMELBERGER-HARRISON LUMBER CO.

SALES OFFICE: Cape Girardeau, Mo.

Heading Plant:—Morehouse, Mo. **Stave Plant:—Cape Girardeau, Mo.**

BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY

Cate-LaNieve Company
INCORPORATED

WE do not have to shout "quality" when we talk about the cooperage stock we manufacture. Our reputation is built into our goods, and the many years that we have successfully catered to the choicest consuming trade has established our products as "preferred material."

Slack Barrel Staves Elm Hoops
Gum and Pine Heading
A D & L Tight Barrel Staves

Warehouses
Memphis **Memphis, Tenn. Blytheville, Ark. Nettleton, Ark.** ***Tennessee***

W. T. Smith Lumber Company, Inc.

Manufacturers of

Yellow Pine Lumber and Timber,
Hardwood Lumber, Staves,
Heading, Veneers, Box
Shooks, Crates,
Shingles,
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Straight or Mixed Cars
(ANY PROPORTION)

ALABAMA KILN-DRIED PINE AND GUM HEADING

CHAPMAN :: :: ALABAMA

"We consider the confidence that the trade reposes in us as our greatest asset—it is the direct result of our constant effort to produce and sell nothing but honest, dependable goods.

"We take a wholesome pride in the 'Quality' cooperage stock that goes into the market under our direction."

"They made their way the way they're made"

Slack Cooperage Stock
STAVES—HOOPS—HEADING

Staves from 24 inches to 48 inches

Hoops all Lengths ***Heading all Diameters***

MILL SHOALS COOPERAGE COMPANY
Syndicate Trust Bldg. - - - - - ST. LOUIS, MO.

WHEN WRITING TO ADVERTISERS, TELL THEM THAT YOU SAW IT IN "THE NATIONAL COOPERS' JOURNAL."

IF IT IS **ORAM'S** IT IS RIGHT

THE BEST MACHINERY FOR MAKING THE BEST CONTAINERS

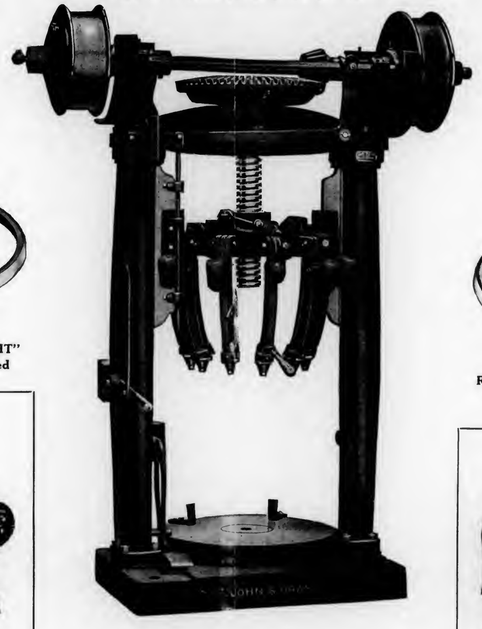
AND FOR MAKING PROFIT FOR THE USERS

"THE OLD RELIABLE" **WOOD BARRELS**

"ORAM" STANDARD HOOP DRIVING MACHINE

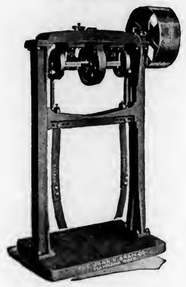
SIMPLE—POWERFUL—DURABLE

Capacity—As fast as operator can handle. 600 to 1,000 packages per day of 10 hours, and all properly driven



HEADING ROUNDER

NEW "ORAM" RAPID BILGE-HOOP REMOVING MACHINE



HEADING PLANER

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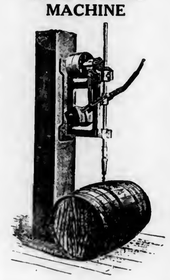
NEW "ECONOMY" (PATENTED) HEADING-UP MACHINE

BUNG BORING MACHINE



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ELECTRIC WELDED—"MADE RIGHT"

Outside painted any color, if wanted

STEEL TRUSS HOOPS

ROUND EDGE—SPECIAL CARBON STEEL

Sizes stamped inside, if wanted

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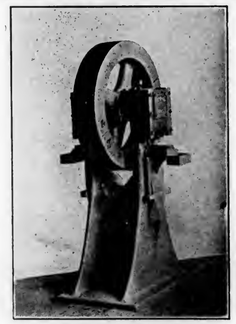
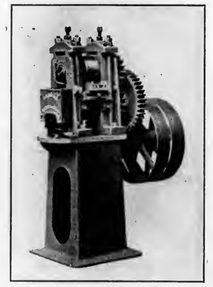
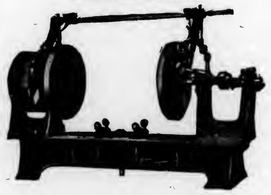


PUNCHING, FLARING AND SHEARING MACHINE



WINDLASS

BARREL LATHE



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STAVE EQUALIZER

FIFTY-TWO YEARS of "Knowing How"

ESTABLISHED 1872
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THE JOHN S. ORAM CO.

STAVE, HEADING and BARREL MACHINERY

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"Always the Best"

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Struthers-Ziegler Cooperage Co.

SLACK BARREL MATERIAL

1314 LAFAYETTE BLDG. **DETROIT,** MICHIGAN

Write Us For

Satisfaction Guaranteed

Matched Cars

We manufacture

Slack Barrel Staves Hoops Heading

Cottonwood Staves are **our Specialty,** but we can supply all kinds of slack cooperage stock.

Quality Plus

THE

W. M. DAVIS STAVE COMPANY

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COLLETON MERCANTILE and MANUFACTURING COMPANY, Incorporated

Manufacturers of

Kiln-Dried Pine and Gum Heading 18" Champered and Crozed Keg Staves

OUR STOCK Conforms to the Highest "QUALITY" STANDARDS

Cut Clean Dried Thoroughly
Shipped Promptly

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Why do people who want good Cooperage Stock instinctively turn to

THE OZARK COMPANY

ST. LOUIS

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T. J. NASH **L. M. PRESTON** **H. F. NELSON**

WHEN WRITING TO ADVERTISERS, TELL THEM THAT YOU SAW IT IN "THE NATIONAL COOPERS' JOURNAL."

Special Agent of the Department of Agriculture Describes the Disadvantages of "Slack" Packing of Barreled Apples for Export Trade

In a very interesting and illuminating article, Mr. Edwin Smith, specialist in foreign marketing of the United States Department of Agriculture, the "Fruit Ambassador to Europe," handles the subject of slack-packed barreled apples in an authoritative manner. Mr. Smith, whose investigations of conditions in foreign trade centers are conducted under the auspices of the government, is admirably qualified by experience and training to pursue the investigative work in which he is engaged, and to make intelligent and logical suggestions for the correction of such trade practices as he finds detrimental to American business in foreign ports. Concerning the subject of slack-packed barreled apples, he says:

This is a subject worthy of the serious attention of every packer and shipper of barreled apples whose products find their way to overseas markets. "Slack barrels" may be listed as one of the greatest wastes connected with the export marketing of barreled apples. It is idle to speculate on how much the annual loss amounts to, because each shipper who has reviewed his "European account" sales, keenly appreciates the heavy discount suffered by the lower and often ruinous prices realized on barrels that arrived slack.

It is one of the greatest causes of grief in handling the barrel in export markets. To the buyer it indicates a weak parcel of fruit and possibly a careless packer; to the broker the slack barrel is an article that always causes difficulty in satisfying his American shipper and is a continuous subject of dispute on account of rejections by buyers; and to the shipper it is ever a matter of question, suspicion and disappointment.

What Is a Slack Barrel?

A slack barrel is one in which the apples do not come in contact with the head, and in which the apples are loose and subject to shifting about.

Under the term "slack" the apples may be one-half inch or four inches away from the head. When used in an unqualified manner in auction catalogues, the buyer must have a close knowledge of the real character of the fruit, if he is to bid intelligently on slack barrels, and the salesman must also know the degree of slackness and condition of the fruit if he expects to protect his shipper and make full value in sale.

A slack barrel is customarily detected in the British markets by the brokers' "selectors," who are on the quay at the time the cargo is discharged, and it is done by tapping the barrel on its head with a hatchet. If the sound is hollow, the barrel is placed in a lot designated as slack. When the tap of the hatchet makes a sound indicating contact of the barrel head with fruit, the barrel is considered "tight." In markets other than Liverpool, the dock men may take greater or less pains to determine the slackness in barrels.

Some barrels listed as slack may be in very bad shape, either badly bruised and deteriorated, or so slack as to greatly jeopardize their condition during further shipment. Others may be but slightly loose and represent as much actual apple value, as far as the real condition of the fruit is concerned, as the tight barrels in the same shipment.

On the Liverpool auction, barreled apples are classified as (a) tight, (b) slack, (c) slightly wet, (d) wet. Manchester has the same classification.

Glasgow classifies barreled apples as (a) tight, (b) slack, (d) ex. slack. Southampton does not classify the condition of the apples in the catalogues, but requires the buyers to depend upon their own inspections and they indicate the condition of the fruit on the catalogue so as to buy intelligently.

It is interesting to note that the rules governing the classification are largely determined by the buyers in Liverpool, while in Glasgow the brokers mostly dictate the character of classifying barrels. The classification in Liverpool is much more popular with buyers than that in Glasgow, the reasons as given being that "in Liverpool you can depend upon its being tight or slack, as listed."

The matter of slackness is the one big reason for rejection at the quay after auction sale. It is possible that the popularity of Liverpool's classifications is partially due to fewer disputes over slack barrels.

So serious were the disputes over slackness in Spanish oranges that the Spanish shippers demanded a closer classification, with the result that now all are considered "slack" and given a certain number of "chalks" on the catalogue, depending on the amount of decay. Thus in most British auctions, including Glasgow, Liverpool, Manchester and Southampton, oranges are classified as I, II, III, X and XX. In Hull, IV and V are used instead of X and XX. Most of this classifying is determined by external appearance, although in the case of Jaffa oranges some brokers open every case.

Classification on the catalogues is not of serious movement providing the buyer and auctioneer have a close knowledge of the condition of all lots. But there is no question that both come to depend in a great measure upon the catalogue classifications, and this places the hazard of faulty classification directly upon the American shipper, because the buyer is always present to reject in case he has bought "slacks" for "tights."

This situation is such as to cause the American shipper to look with favor upon those brokers whom the buyers consider technical, because it indicates that such brokers are fighting for the shippers in the matter of "slacks" and "tights."

Price Discount on Slack Barrels

When apples are plentiful, sound and of moderate price (15 to 23 shillings), buyers will pay within a shilling and ninepence for slack barrels as for tights. But when apples become weak, so that re-shipping subjects them to the possibility of serious waste and shrinkage, or when they are scarce and high in price (35 to 45 shillings), the buyer is apt to discount slack barrels as much as three to five shillings per barrel. During November, when apples should be at their prime, it is common to see long lines of slacks sell at a discount of 1s 6d and 2s.

Many country buyers at points like Sheffield, Bradford and Birmingham instruct their Liverpool representatives to buy only tight barrels. These buyers place the apples in their wholesale stores, from which they will again ship to retail buyers in the surrounding small towns. They do not want anything to do with slack barrels at any price.

Aside from the injury inflicted upon apples by shaking around in slack barrels, depreciation occurs through the "facers" becoming disarranged and slightly bruised during shipment. While the retail fruiterer does not buy apples by looking at the "facers," he does form an impression as to the freshness and soundness of the lot by its general appearance. A barrel without its face in place and in good shape is given a discount at first glance.

This discrimination against "slacks" by the provincial trade is logical, well founded and real. The writer thoroughly satisfied himself on this point during his visits to these cities.

This discrimination, moreover, limits the outlet for the slack barrels to the vicinity of the port market. The restricted demand accounts for the lower prices on such apples even though the slackness be but slight and the condition of the fruit excellent.

Cause of Slack Barrels

The causes of slack barrels can be listed under poor or weak barrels; poor packing; rough handling in America; poor storing on board ship; rough handling by European stevedores; and weak or over-ripe fruit. Barrels with hoops that break or slip are certain to arrive slack.

Apples that are not properly shaken down during packing, nor sufficiently pressed are subject to slackness. It has been observed that a higher percentage of slack barrels occurs where shredded paper has been used than where it is not used. Some growers have had their entire lot arrive slack, while their neighbors' fruit, arriving on the same ship, would be 100 per cent. tight.

Fruit arriving towards the end of December has a high percentage of slack barrels. After January 1st, when most of the fruit has had its firmness conserved by cold storage, an improvement is noted. It is due to the cold storage that York Imperials arriving in January have almost as many tight barrels as the average between November 15th and December 31st. Not only does refrigeration conserve firmness, but it so happens that only the fruit of the better packers is so stored.

Some cargoes arrive in very bad condition because of having been poorly stowed and jostled about while on the ocean. Occasionally stevedores allow barrels to roll and drop three or four feet at the ship's side, placing a buffer on the quay to lessen the jar of landing. This is bad business when apples are weak and barrels are poor, and should never be allowed. The Canadian Government has cargo inspectors to check-up on these practices where Canadian apples are concerned.

Remedy for Slack Barrels

Notwithstanding the fact that many American shippers feel that they have been dealt with unfairly when their account sales show a long list of slack barrels, with customary discounts, I have not been able to find anyone on the European side who is made joyous by the arrival of big catalogues of slack barrels. Such individuals may exist, but they are not among the majority. Therefore, not even the British buyers will be made unhappy if American growers take steps to reduce the number of slack barrels.

More care should be used in selecting sound barrels. The hoops are the important part of the barrel in causing slackness. The hoops on barrels used in Virginia require more secure nailing. Virginia barrels are the poorest that arrive on this market.

Many slacks plainly indicate that not enough apples were put in the barrel. Pressing alone will not do this. Especial care must be used in shaking down barrels in which shredded oiled paper is used. The paper is apt to cause bridging and slack barrels.

Refrigeration will keep the fruit firm and eliminate some slack barrels. Careful handling in transportation is important. Much rough handling could be eliminated by cargo inspectors in New York and in the principal ports of destination. Such inspectors play an important part in stimulating shipping companies to compete with one another in careful handling in order to get traffic.

RAILROAD REFUSES TO ACCEPT ICED VEGETABLES IN BARRELS

Notice was received by the vegetable trade in Kansas City late last month that the St. Louis and San Francisco Railroad would hereafter refuse to accept for shipment iced vegetables in barrels out of Kansas City in l. c. l. shipments. The Frisco also is taking off its local refrigerator car service out of Kansas City. Its idea is to compel the trade to ship vegetables in merchandise cars, packing them in waterproof containers.

H. B. Glassman, manager of the Produce Traffic Association, will enter a protest against the action for the local trade. This discriminatory action should also be the subject of a protest by the Associated Cooperage Industries of America.

GIDEON-ANDERSON COMPANY BUYS TIMBER TRACT

The Gideon-Anderson Company, of St. Louis, large producers of lumber and slack cooperage stock, with mills at various points throughout the Middle West and South, have recently purchased a tract of 3,000 acres of timber land located near Gideon, Mo. The splendid stand of timber on the land will furnish lumber and stave material for an extended run of their local plants.

BOLIVIA REDUCES DUTY ON BARRELS AND SHOOKS

Charge d'Affaires W. Roswell Barker, stationed at La Paz, Bolivia, reports to the Bureau of Foreign and Domestic Commerce the reduction of the Bolivian import duty on barrels and shooks of common wood from 0.12 to 0.02 bolivano per gross kilo.

APPLE HOLDINGS ARE BELOW A YEAR AGO

Cold storage holdings of apples April 1st were 1,037,000 barrels, 3,389,000 boxes and 317,000 bushel baskets, according to the Department of Agriculture. On April 1, 1924, there were 1,925,000 barrels and 5,837,000 boxes in storage. Expressed in barrels, April 1, 1925, holdings were 2,272,333 barrels against 3,871,000 barrels a year ago.

APPLE EXPORTS FOR SEASON

Apple exports for the week ending April 11th were 7,317 barrels and 26,472 boxes, according to the International Apple Shippers' Association, compared with 28,681 barrels and 77,799 boxes for the corresponding week last year. Total exports to date are 2,604,838 barrels and 4,596,113 boxes, compared with 3,171,230 barrels and 5,274,740 boxes to the same date last year.

WILL REBUILD SLACK PLANT RECENTLY DESTROYED BY FIRE

W. R. E. King, of Cumberland, Maryland, whose slack barrel factory at that place, was destroyed by fire last December, will erect a new plant on the same site. The plans call for a three-story steel and concrete building, 55 by 100 feet in dimension, designed after the best engineering practice in cooperage plant construction. Work on the new structure will be pushed with all possible speed, and it is hoped to have it completed and in operation by the late summer.

The American Forestry Association Sponsors Nation-wide Campaign for Elimination of Forest-Fire Menace

The American Forestry Association, from its headquarters in Washington, D. C., has inaugurated a campaign designed to impress upon the country the gravity of the forest-fire menace which is yearly taking such a terrible toll of our timber lands. It is enlisting the aid of every available agency to arouse the public to a realization of the duty which each individual citizen, regardless of the seeming remoteness of his direct interest in the subject, owes to the nation to aid in the prevention of the deplorable waste and devastation that goes on year after year as the result of forest fires that are carelessly or wantonly ignited. The association has recently given wide circulation to an article by Mr. E. T. Allen, in which the present alarming situation is set forth in a series of startling statements that reveal the very material danger that threatens the country's wood supply. The article, which carries the title "50,000 Firebrands," follows:

When human distress comes to our eyes or ears, we act first and argue afterwards. I wish there were some way to get good, warm human emotion aroused to its proper place in viewing the forest-fire picture.

To all too many in this land, and all too often, the picture is a vivid one, and human above all else. There is no more pitiful thing, I think, than the settler's family, after years of privation and incredible labor, surveying, without food or shelter, the blackened ruin of all their hopes, or fleeing in refugee trains they know not whither. And sometimes the unburied are left behind. I wish this association and our lawmakers might see this once.

There is no more discouraging thing to little pioneer communities than to face the winter with crops, schoolhouses and bridges gone, even though they may have saved their homes and lives. Have you ever talked with them?

There is no greater hardship and exhaustion, unless in war, or sometimes at sea, than that of thousands of sleepless and smoke-blind fire-fighters, every year, while the rest of us are seeking summer pleasures. Have you ever seen them?

There is no more terrifying thing to witness, unless it be the volcanic cataclysms, as at Katmai or Pompeii, than the roar and crackle of an advancing fire-front, or the blackness of midnight at noon, and navigation impeded for miles at sea, caused by the settling smoke from scenes that in the darkness we can only imagine. Have you ever had this experience?

I suppose these things are not so important economically as the less-spectacular eating away of national prosperity by countless wealth-destroying fires from coast to coast. But to me it seems as though they lay a heavier charge against the man with the fire-brand, and against all of us who have public responsibility. Not one of us, perhaps, but can lay on other shoulders greater responsibility than ours for stewardship of the country's resources. But on whose shoulders shall rest our personal callousness or lack of effort, when, as surely as seasons come and go, this means to many, this year and next, impoverishment, suffering and death; when it means many another Wallace, Hinckley and Cloquet horror; when it means harder conditions of life for all our country's children? We think too much of fire as an abstract force of nature, and of its results in terms of economic loss; for, although human nature is mercenary enough, it does not arouse to deal with such abstractions as it will when it realizes that the cause of fire is human dereliction, and that its consequence is human suffering.

We have about 50,000 recorded forest fires a year in the United States; 200 to 300 new ones a day during the drier months, with thousands burning simultaneously during much of the season.

Our annual fire bill is well over $500,000,000 a year, but for round numbers call it that—half a billion—all reckoned on the average year, not the worst, and on present forest conditions, as though everything were replaceable by opening new fields, without considering the incident cost increases and distresses of future forest shortage. Half a billion dollars a year already; growing because values involved are growing; and very largely, if not wholly, preventable! I still say that whether or not this represents sufficient attack on our prosperity to be called a national menace, the mental processes that are content to let it go undealt with are a menace to any nation.

If riot or invasion should sweep this country, killing unprotected settlers, plundering banks and treasuries of $100,000,000 of the people's savings and business capital, and, by destroying the basis of commercial enterprise, reduce our income by hundreds of millions more, the catastrophe would startle the world. If this disaster should threaten to recur the following year and every year thereafter, annually taking half a billion dollars from our people, paralyzing our industries, threatening future famine, and, worse still, destroying by millions of acres the very productivity of our lands, which alone can avert it, the situation would be unbearable. It would dominate every mind. All else would be forgotten in preparation for defense.

Such a parallel is fair. Although less spectacular, forest fire destruction is as real as that of such a riot or invasion. And it is more far-reaching in effect on future prosperity. So far, we have pictured only its current sacrifice of wealth, life and happiness.

There remains to be appraised and faced its sinister threat against every forestry step this association advocates, every purpose of forestry reform, every forestry investment, whether private or public; every attempt to assure this country a wood supply or to keep its forest land surface a sustaining national asset.

Suppose that by their own reasoning, or by our missionary work, or by the mandatory laws that some people propose, there should be created tomorrow a body of 50,000 forest landowners, well distributed throughout the country for the sake of their example, and pledged to do all that anyone could ask them to do to perpetuate the forests under their control. Suppose, further, that every State legislature has removed the obstacle of discouraging taxation. Do you realize that as long as we have 50,000 forest fires a year, there is, for every one of these owners to engage in forestry another man with a torch waiting every year to destroy his enterprise?

Our present achievement in the forest-fire line being 50,000 fires and 10,000,000 acres burned over, we are averaging 200 acres to the fire. Each, then, averages two-thirds of a mile in diameter. Lining up the 50,000 so they touch, they extend 32,784 miles, so each year we run ten lines of fire, each two-thirds of a mile wide, across this country from coast to coast; and if we cut out the prairie and farm country, keeping these lines in the woods, it will not take very strong winds to drop sparks anywhere between them.

This is the handicap we place on every public and private agency we have the effrontery to hold responsible for the perpetuation of American forests, and to criticize for their negligence. We accuse the lumberman because he does not face this handicap and still try to provide more material for the national bonfire. We maintain forest schools to produce foresters. We ask the taxpayers to finance public forests. We expatiate on the requirements of silviculture and discuss laws to make them compulsory. We even get a national law that does recognize the true situation and authorize the government to co-operate in dealing with it. But the appropriation we make for doing so is in keeping with the spirit of a 50,000-fire country. A nation's spirit lives not in its laws, but in its songs, and ours is "Keep the Home Fires Burning." We shall have 50,000 of them again this year. Our progress will be in fighting them a little harder and more skillfully. The 33,000-mile fire line may be only half a mile deep, instead of two-thirds of a mile. If I have succeeded at all in making a picture of this national menace, you may be sure it will be well lit for all who are not blind to see.

Now, as to the solution: If I had minimized the seriousness of the situation, this would be easier for me to discuss; but the worse the situation we are in, the more decisive must be the selection of some most promising way out, this, although there are other ways, to be kept open if we may. My proposal in this instance is a centering of much nearer nine-tenths of our effort, if fire prevention is nine-tenths of forest perpetuation, upon the definite task of arousing the American people to fire consciousness.

We continually overlook what is still more urgent and much harder to accomplish—the eradication of a national propensity to set the woods on fire. We divert our own and the public's minds from this by a scattering campaign for everything else, which is all right in detail, but all wrong in proportion.

Even in our campaign against fire we do this by making people visualize fire itself as their enemy. This is an ineffectual conception. It probably leads to support of others' activities; also reduces the sum of carelessness; but, after all, it only sprays and quarantines, as it were, indirectly and aimlessly against the fostering of a blight. It does not operate in time and place to arrest anywhere near enough of the 50,000 hands that fire the forest each year.

All that will do this is a consciousness that says to the offender, "Thou art the man!" Our problem is not a fire-hunt, but a man-hunt; before the fire if possible, but in no case abandoned until he is eliminated. Not fire, but the owner of the hand that lights it, is the public's enemy. In his heart, and that of his wife and child and neighbor, and of the officer of the law and the judge on the bench, and of editor, legislator, and man on the street, there must be the knowledge that his hand has been set against society as surely as that of the pervert, the killer and the thief.

No excuse alters the fact of this. He may plead thoughtlessness instead of depravity, but this does not compensate his victims. In the degree that they are more numerous, that his carelessness strikes more homes, it is a greater crime. As a rule, it is more than carelessness. It violates the law.

We have precepts as old as the Commandments against murder and theft. They have influence, no doubt. But for protection against those they influence insufficiently, we invoke the law, and that this may not falter we add the contempt of decent citizens for those who break it or condone. It may not be otherwise if precepts against fire are to govern human conduct. But it is not so in America, else all but a bare handful of our 50,000 annual violators would not go unpunished, accepted on equal terms by their fellows, to strike again next year with neither fear nor shame.

I do not undertake here to outline the complete program of dealing with the fire evil, most of which is as familiar to you as it is to me, but only to urge a campaign against its cause. Because this is belated, it will be difficult. Because it is belated and difficult, it calls for action more decisive and vigorous than any we have attempted, or, as far as I can see, is being contemplated.

I would, in every budget in this land for forest protection, devote not less than five per cent.—sometimes more—to education against the starting of fire. You need not tell me that $325,000, or this proportion of our average six and a half million expenditure, would not, if skillfully used, cut down the cost by a far greater amount and save tremendous loss besides. It is an indefensible system that leaves preventive education, in a situation such as I have described, to a haphazard experiment now and then with what funds it is felt can be spared from fire-fighting.

Has it ever occurred to you that we are the best fire-fighters in the world, of which we are inclined to boast, just because we lead the world in permitting fires on which to practice?

In this educational effort I would not abandon other arguments, but would, for a time, until none has any possible excuse that he never realized it, make the campaign center on personal responsibility and the crime of fire setting and fire toleration, whether the form involved be willful incendiarism or the carelessness with match, cigarette, camp fire, locomotive, land-clearing or logging fire, or maintenance of fire-traps, that has precisely identical results. And note that toleration is included, meaning that personal responsibility attaches to him who condones, clear up to the legislator whose paring of an appropriation that is shown to be needed is not economics, but his response from a swivel chair to the plea of men, women and children who face those 33,000 miles of flame.

Secondly, I would police the woods in a way they have never been policed, not leaving the law to be taught and enforced by forest firemen, however splendidly chosen and trained for the technique of their own profession, but providing as many as need be of men equally chosen and trained for the different and equally needed profession of law enforcement. If their presence and efforts do not forestall the crime, they must bring in their man and achieve such an understanding in community and court that punishment is a lesson, not a farce.

It is an indefensible system that trains thousands of men to chase and fight fires, but virtually no men to chase and fight those who build the fires. How long would our cities stand unburned if on their firemen rested also all responsibility for the observance of laws governing fire hazard and arson, for detecting violations, and for bringing all evidence before the courts?

It is fashionable to cite the experience and progress of other nations. I know of none that has succeeded, or is even trying, by pouring in the money of its forest owners and taxpayers, while the foremost cause of forest destruction is a national propensity. On the contrary, these nations do not have fire except as a negligible accidental rarity.

It is unthinkable that fire can be reconciled with success by calling on the same population for funds to put out their fires and recoup their losses; or, since it is not inspired by reason, that it will be abolished by intellectual economic argument. It will continue a national menace until the nation is fully aroused to its danger.

Forest Products Laboratory Defines Identifying Characteristics of Various Species of Pines

Of the dozen or so botanical species of true white pines grown in the United States, three are of outstanding importance in the lumber industry. They are eastern white pine (*Pinus strobus*), western white pine (*Pinus monticola*), and sugar pine (*Pinus lambertiana*). Eastern white pine grows in the northeastern and north central States. Western white pine is found chiefly in the Inland Empire (northwestern Montana, northern Idaho, and northeastern Washington). Sugar pine grows in commercial quantities in California and southern Oregon.

There is no absolutely positive means of identifying the three white pines one from another microscopically. One familiar with the pines, however, can usually classify the species by growth characteristics.

Sugar pine usually is lighter colored, changes color less on exposure, has more conspicuous resin ducts, and is slightly coarser textured than the other two pines. Western white pine is more like eastern white pine than is sugar pine, but lumbermen can usually distinguish it by the color of its knots which ordinarily are darker around the edges than are the knots of eastern white pine. Pattern makers often claim that they can tell the clear wood of western white pine from the clear wood of eastern white pine by a difference in workability, although both woods have about the same hardness and are equally fine-textured.

Eastern white pine (referred to in the trade as northern pine or simply white pine) is light in weight, soft, even-textured, and is easily worked. It is a wood highly prized for use in millwork, boxes and crates, woodenware, novelties, and patterns. It dries easily, and does not shrink or swell greatly with changes in moisture content. It is probably the least resinous of all pines.

Western white pine (often referred to as Idaho white pine) has about the same physical characteristics as eastern white pine. The lower grades of western white pine are used locally for boxes and crates. A considerable quantity of the wood is used in the production of matches. The higher grades are shipped to eastern markets and are used for about the same purposes as eastern white pine. It shrinks and swells a little more with changes in moisture content, but on the whole it is as good for most purposes as the eastern pine. Pattern makers usually prefer the eastern white pine on the grounds that it is less resinous, more easily worked, and changes shape less with moisture changes. The western pines, however, have been used quite extensively as pattern woods and have been found satisfactory.

Sugar pine is the largest of the white pines, and most large white pine planks and timbers are cut from this species. A larger percentage of factory and shop material comes from sugar pine than from the other white pines, and less is sold as common lumber. This is probably because a larger percentage of clear cuttings can be obtained from sugar pine than from the other species. Otherwise, the wood is quite comparable to western white pine.

Another species of western pine which is similar in so many respects to the white pines that it is often referred to as a white pine is western yellow pine (*Pinus ponderosa*). This pine is found from the Inland Empire to Arizona and New Mexico. It is the lightest colored of the yellow pines, and the most abundant of the western pines. Commercially it is known under several different names. In the Inland Empire it is sold as "western white," "western soft," or "Pondosa" pine. In California it is known as "California white" pine. The quality of western yellow pine differs considerably with the region of growth. In California it grows larger and straighter than it does in Arizona or New Mexico; consequently a greater percentage of the material from California is sold in select or factory grades, and more of it comes in competition with the white pines. Most of the lower-grade western yellow pine produced in New Mexico and Arizona is used locally for ties and timbers, or as common lumber. The better grades compete with the upper grades of other pines in distant markets. Western yellow pine can be distinguished from the white pines by the distinct bands of summerwood on the outer circumference of each annual ring, especially in the heartwood.

The red pine of the Lake States (*Pinus resinosa*) is frequently sold as white pine. It is somewhat coarser in grain and texture, with more strongly marked annual rings, and it is somewhat more resinous. Red pine is also known as Norway pine, Canadian red pine, and hard pine.

All the pines mentioned are comparatively easy to dry either by air seasoning or kiln drying. Sugar pine, western yellow pine, and eastern white pine are about as free from tendency to warp and twist with changing moisture content as any of our native woods. Western white pine tends to cup and check somewhat more in drying than the others, and care must be taken to avoid planer splitting, especially in flat-sawed boards.

Southern Yellow Pine

The collective term "southern yellow pine" or "southern pine" includes principally longleaf, shortleaf, loblolly, slash (Cuban), and pond pines, growing in the southern States from Virginia to Texas. When cut into lumber these species cannot be identified one from another, except in the case of longleaf pine, which can be distinguished from shortleaf and loblolly pine if the pith is present.

The southern pines have overlapping ranges in density and quality of material and consequently overlap one another in their uses. Many consumers ordering southern pine lumber make no distinction as to species. Some use the term "longleaf" or simply "southern pine" when they desire dense material and "shortleaf," "Arkansas soft pine," or "North Carolina" pine when they want lighter material. Others in specifying "longleaf" refer to the definite species which bears that name. Confusion and litigation sometimes result because the buyer and seller do not understand each other's terminology.

There are no fundamental differences among the southern pines which make all of the wood of one species preferable to all of the wood of another for any given purpose. The dense wood of any southern pine has practically the same strength and other characteristics as the dense wood of any other southern pine, and the lighter weight pieces are more or less alike.

In tests at the Forest Products Laboratory, longleaf and slash pines have been found to have somewhat higher average strength properties than shortleaf, loblolly, and pond pines, but dense pieces of the latter species were found to be stronger than the average pieces of the former. Aside from defects, density can be taken as the factor which determines the suitability of any piece of southern pine for structural purposes. It is easily determined by visual methods, and structural timbers are now being classified and sold under density specifications.

The best visual indication of density is the proportion of summerwood, which is the darker portion of the annual growth ring. The greater the percentage of summerwood, the higher is the density. Rate of growth, which is sometimes used as a basis for density classification, cannot be considered as a satisfactory substitute for the summerwood requirement. The density rule given in the manual of the Southern Pine Association specifies both the proportion of summerwood and rate growth, but of these specifications the summerwood clause is decidedly the more important.

Density is a more reliable factor than species, in determining the suitability of pieces of southern pine for uses even where structural strength is of secondary importance. Hardness—a quality desirable in flooring, for instance—is directly dependent upon density. The pitch content of the southern pines varies more with density than with species, the denser pieces being more resinous. Dense pieces of any southern pine swell and shrink more with changes in moisture content than do lighter pieces, so that density is the best criterion of the ability of wood to stay in place. The workability of the southern pines is more dependent on the density of the wood than on the species. Light pieces are less liable to split and are in general more easily worked than dense pieces.

For many uses, the trouble and expense involved in classifying southern pine by a density rule would not be justified. There are several possible ways, however, in which a consumer ordering direct from mills may usually obtain material of given characteristics without any direct density specifications. These methods, however, do not afford a positive means of getting material all of the character desired.

When the type of stands of timber in different regions is known, this knowledge can be used to some extent in the selection of southern pine lumber.

Virgin-growth southern pine is denser on the average than second-growth pine. As high as 90 per cent. of the longleaf and slash pines cut from a virgin stand may classify as dense under the grading rules. The percentage of virgin-growth shortleaf, loblolly, and pond pines that could actually be classified as dense is much smaller than 90 per cent., but even in these species, material cut from virgin growth averages considerably denser than the wide-ringed, coarse-textured wood which characterizes most second-growth pine. Many of the mills operating in the old lumbering regions have cut most of the virgin-stand timber and are now operating on second-growth stands. Thus the lumber at present produced in Virginia and Carolina is usually from second-growth stands and is quite different than that coming from some of the newer mills in the South which are working in virgin timber.

The southern pine region is roughly divided into two belts. The southern belt, extending about as far north as the northern boundary of Louisiana, and including the coastal halves of the Carolinas, produces mostly longleaf and slash pines. In the northern belt most of the timber is shortleaf and loblolly pine. Mills operating in some localities in the southern half are now cutting timber which runs 90 to 100 per cent. virgin longleaf pine, so that most of the lumber obtained from such regions is excellent for purposes where high density is desirable. Arkansas mills, on the other hand, are cutting practically no longleaf or slash pines, and the shortleaf, or "Arkansas soft pine," from this region is chiefly of the easy-working, smooth-textured wood desirable for finishing lumber.

Some southern pine mills follow the practice of classifying their heavier, darker material of medium rate of growth as "longleaf" and the wider-ringed lightweight material as "shortleaf" regardless of the botanical species of the trees from which it was cut. While a consumer ordering "longleaf" from such a mill might not get wood which would all classify as dense, he would probably get material denser on the average than if he specified "shortleaf" or made no "species" or density specification at all. He would, however, have small grounds for the refusal of a shipment of any southern pine lumber sent him if the shipment did not consist of the class of material he desired.

Where high-strength dense material is essential, the density rule affords a definite basis for purchase and inspection, thus minimizing the chance of misunderstanding and controversy. Copies of the density rule may be obtained from the Forest Products Laboratory, Madison, Wisconsin, or from the Southern Pine Association, New Orleans, Louisiana.

U. S. FOREST PRODUCTS LABORATORY COURSES IN GLUING OF WOOD AND KILN DRYING WERE FILLED TO CAPACITY

The popularity and appeal of the courses in various phases of woodworking practice which are held periodically by the U. S. Forest Products Laboratory at Madison, Wis., is well illustrated in the fact that the recent classes in kiln drying and gluing of wood, which were conducted from April 20th to May 8th, were filled to capacity, and numerous applications for admission had to be rejected for lack of facilities to handle more than a prescribed number of students. Progressive manufacturers of wood products are rapidly coming to a realization of the splendid work which is being done by this institution, and are turning to it in greater numbers every day for the solution of many vexing problems that are incident to the production of innumerable items on the long list of wooden articles of commerce.

LUMBERING IS FARMING, SO MANUFACTURERS ARE TOLD

Lumbering is agriculture, the National Lumber Manufacturers' Association was told at its annual meeting in Chicago, April 28th. National forest week is the keynote of the meeting. The speakers were O. N. Bradfute, Xenia, O., president of the American Farm Bureau Federation and a member of President Coolidge's Agricultural Commission, and Raphael Zon, director of the Great Lakes Forestry Experiment Station, under the Department of Agriculture.

A new epoch dawned, said Dr. Zon, when the public began to recognize that a forest was not a mine but a crop.

This new epoch, according to Mr. Bradfute, is simply an auspicious revolution back to the condition of Colonial days, when the farmers were the lumbermen, cutting the timber and operating the sawmills.

CAR LOADINGS INCREASE

Revenue freight moved by railroads during the week ended April 18th required 922,778 cars, the American Railway Association announced April 28th, the total being an increase of 5,494 cars over the preceding week and of 45,862 cars over the same week last year.

Loading of merchandise and less than carload freight totaled 258,226 cars, a decrease of 2,534 from the week before, but an increase of 8,839 cars over the corresponding week of 1924.

European Apple Market in 1924 Reviewed by Representative of Department of Agriculture

Edwin Smith, foreign representative of the Department of Agriculture, whose particular duties are to foster the American fruit market in European countries, in a recent review of the apple situation made the following comment:

"This mid-winter review is written to acquaint American apple growers and shippers with some of the salient points affecting the European market during the fall of 1924 and with conditions now influencing the market for the balance of the apple season.

Foreign Competition During 1924

"American growers were told that the English apple crop grown during 1924 was the shortest in years. Added to this, the growing season was one of the most unfavorable in the history of the country. However, in the apple districts of Holland, Switzerland, Northern Italy, Czecho-Slovakia, Roumania and Jugo-Slavia the crop was the heaviest and the best they had ever had.

"The competition of the latter crops is not given adequate valuation by our American apple industry. It represents a tremendous volume and has certain lines that represent a much higher class of commercial output than is seen in the English crop.

British Markets

"Owing to the poor quality of English apples, early season arrivals of California Gravensteins and Northwestern Jonathans realized unusually high prices and gave a favorable indication as to demand for later American shipments. The short crop in the United States, good home demand and high shipping point prices caused heavy f. o. b. sales and effectively checked consignments by growers and shippers to European markets with the exception of those organizations following this character of marketing as a general policy.

"Viewing this situation, export speculators, both in America and abroad, looked favorably upon the prospects for buying heavy supplies of varieties and sizes suitable for the export trade and made investments accordingly. It is doubtful if purchases by these factors were ever as heavy as they were during the autumn of 1924. British brokers having the accounts of regular consignments, shippers took the same view and encouraged their shippers along identical lines. Thus the situation resulted in the consignments being placed in strong hands.

"With the American boxed apple crop only about 71 per cent. and the barreled apple crop 87 per cent. of the production of 1923, early exports were of practically the same volume as in the preceding season. Up to November 15th exports of barreled apples from the United States and Canada were 1,378,714 barrels, as against 2,140,807 boxes in 1923. Being in strong hands and with the favorable speculative outlook, prices in the British port markets kept considerably above the low level of 1923 regardless of the unexpected volume, but necessarily could not stand up to American values, so that it was common to see apples selling in England and Scotland at figures as low as or lower than those for like lines in New York. Ordinarily this would discourage consignments and cause a corresponding rebound in overseas price levels, but having the exportable supplies in speculative hands had its influence, and all factors continued to ship with the intention of taking advantage of the expected short supplies and high prices. Up to January 3d there were exported from the United States and Canada 1,842,816 barrels, as against 2,075,411 barrels in 1924, and 3,575,198 boxes, as against 2,863,280 boxes in 1924.

"These heavy supplies never allowed the market to strengthen, so that we have witnessed during December and January price levels usually lower than in markets in the eastern part of the United States; especially has this been true in the case of boxed apples.

Virginia Exportations

"One depressing influence that should not be overlooked has been the large quantity of small and inferior apples exported from Virginia. Thinking that there would be a demand for cheap apples in Great Britain, due to the short American crop, unusual quantities of small York Imperials were purchased and exported or consigned abroad by Virginia growers. Much of the fruit otherwise would have been sent to the cider mill. In all quarters one hears the complaint about the poor quality and deceptive packing in this year's supplies of Virginia Yorks. It is unfair to say that those apples sold for less money in British markets than would have been realized at home, but they nevertheless have undermined the value of the higher quality apples and have had a great influence in keeping the market weak throughout the fall and early winter.

"Having color, the York Imperial is used extensively as a cheaper fruit-stand apple. The British housewife chooses a green apple of reasonably large size for cooking purposes. During December there was a fair demand for Western New York R. I. Greenings, but practically none came on the market. During late January and the month of February these apples have been arriving out of cold storage in quantities greater than is warranted. Had a portion of those supplies been forwarded during the month of December, it is probable that they would have realized as great net returns and would have gone into consumption while in prime condition.

Conditions in Continental Markets

"What with the difficulty of luxury permits, followed by the period of trade strangulation due to currency inflation, the German people were denied American apples from 1914 till 1923. They worked up an immense appetite for them. Just prior to December, 1923, the German workers were receiving their pay envelopes every two or three days and they spent their earnings before going to bed, because by the next night the amount they could buy with their pay would probably be cut in half. As their rents were practically free, they spent everything for commodities. The mark declined to four trillion to the dollar and meant very little to them, while the pfennig was entirely out of their comprehension.

"With this state of affairs existing for months, then to have every mark take the unchanging value of 23.9 cents, the people's sense of money value was entirely evaporated. Everything seemed cheap to them. They had little confidence in the stability of the new currency and spent all of their earnings for what they most wanted without any delay whatever. Their craving for American apples caused a demand that the available supply could not satisfy. The prices of the apples in no way hindered this unusual call for American apples. With only temporary setbacks unthought of, demands and high prices prevailed until March, 1924, when the people began to be convinced that the currency was actually stabilized and that they were facing a new set of conditions wherein their earnings did not meet their living expenses. Strikes followed and these conditions checked Germany's apple dissipation of 1923-24, lasting until after the fruit season had drawn to a close.

"During this period those who dared to buy apples in America or England and ship them to Rotterdam and Hamburg reaped a rich harvest. The profits that were made were enormous. But with the opening of the 1924 apple season these same people faced a new set of conditions. The strikes had been settled and the German people had been given nearly a year to become familiar with their new currency. In the minds of those who had done so well in the previous year was the question as to whether the German people would again buy apples as they did before the strikes?

Collapse of Hamburg Market

"Some of the importing factors were willing to pin their faith to the persistence of the German appetite for American apples, because as soon as the American apple harvest got into full swing heavy shipments were directed toward Hamburg. The results were disastrous.

"Brokers and importers failed to fully recognize two things: First, that the situation during the winter of 1923-24 was wholly artificial and probably will never be duplicated again; and, second, that during the fall of 1924 the German markets were being deluged with supplies of apples from Roumania, Jugo-Slavia, Czecho-Slovakia, the Tyrol sections and Holland, where record-breaking crops were harvested. These apples went on the market at very low prices, being shipped in bulk under low-cost conditions, and not being subject to import taxes. Under these circumstances the opening for high-priced American apples during the fall months were very limited indeed.

"When a thorough appreciation was had of these changed conditions—and especially after the hopeless prices taken for the November arrivals, there was a sharp cut-off in supplies of American apples. The German wholesalers were practically cleaned up on American apples before the Christmas trade. Christmas week the markets were short of good American apples and the home supplies were beginning to show a weakened condition.

Barreled Apple Outlet

"Prior to the war Germany imported large quantities of barreled apples from the United States and Canada. Outbound shipping from Germany to the United States resulted in low freight rates on apples from New York to Continental ports. In those days the American barreled apple met a German demand for high-quality cheap fruit. At the present time the higher freight rates, coupled with an import tax amounting to 10 marks ($2.39) per hundred kilos (220 pounds), does not make the American barreled apple a cheap fruit by the time it passes the German frontier. The difference between its cost and the cost of boxed apples from the Pacific Northwest is so small that buyers have turned to boxed apples, as they arrive in a condition that makes them preferable for reshipping and are generally more satisfactory in meeting the demands for high-class apples.

"Reliable importers make the statement that large quantities of barreled apples will not be imported into Germany until lower import taxes prevail. The importing interests are using their influence toward getting reductions, but without very sanguine prospects at the present time. They suggest that interests in the United States prevail upon the American Government to bring about a commercial treaty between the two countries which would specify German import tax concessions on American fruit. Such a treaty is in effect between Spain and Germany, with the result that Spanish oranges enjoy a low import tax.

Scandinavian Markets

"The Scandinavian markets have been supplied by direct purchases in the United States and Canada to a greater extent than usual. This has caused prices to be influenced to a lesser degree by prices in England than otherwise would have been the case. Thus in Norway, Sweden and Denmark prices to the Scandinavian consumer have ruled higher than they have to the British. Exports to these countries have fallen off correspondingly.

"Indications are that they will continue to take reduced supplies for the balance of the season. However, as the buying power in these countries is not as strong as it is in the United States, it is doubtful if they will keep up their ratio of consumption at the high apple prices that are being maintained in American markets this winter."

RAILROADS WORKING ON NEW STEEL RATES

Railroad executives who met in Chicago the week of April 20th in connection with the findings of the Interstate Commerce Commission, which suggested that the roads institute new rates on iron and steel from Pittsburgh to St. Louis and middle western consuming territory in the complaint of the Jones & Laughlin Steel Corporation, agreed to abide by the commission's findings, it has been learned, and adjourned to work on rates so that they might be put into effect within ninety days.

To this effect, rate men from ten railroads in the Pittsburgh and Mahoning and Shenango groups met in Pittsburgh, April 27th, to reckon mileage from each mill point in these two groups, to consuming points in the territory concerned. This work will require from two to three weeks. At the end of this time an average will be taken of mileage from all mill points in the two groups to the consuming points. Another meeting will then be held in Chicago, when rates will be fixed. In response to numerous inquiries from steel men here, the railroads say they will be unable to give out new rates until this work is completed.

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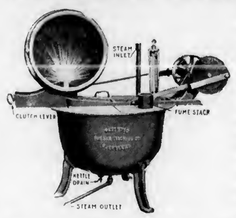

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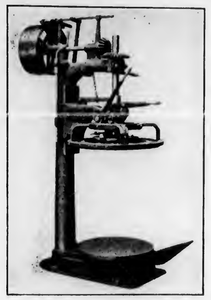

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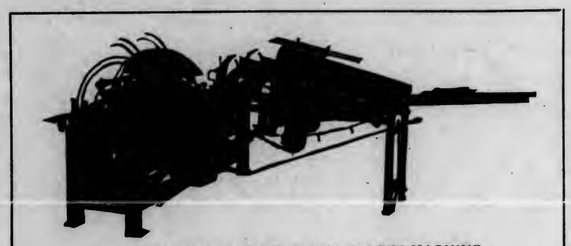

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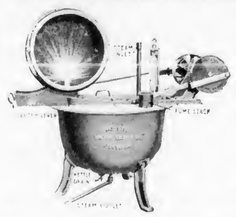

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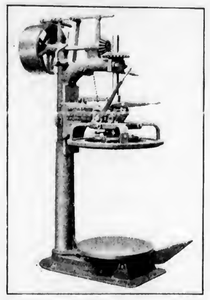

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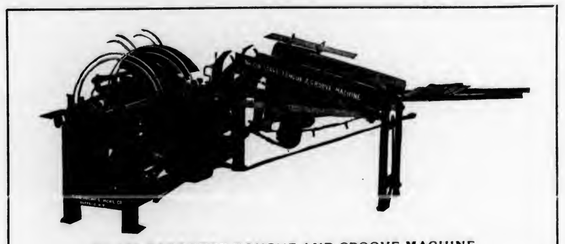

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It Gives Best Results

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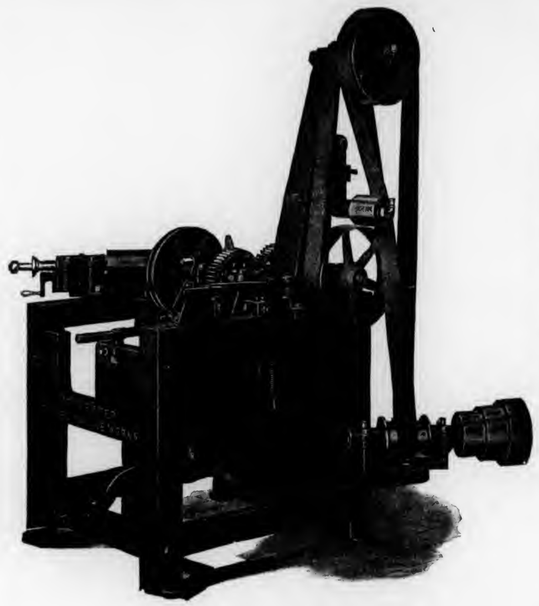

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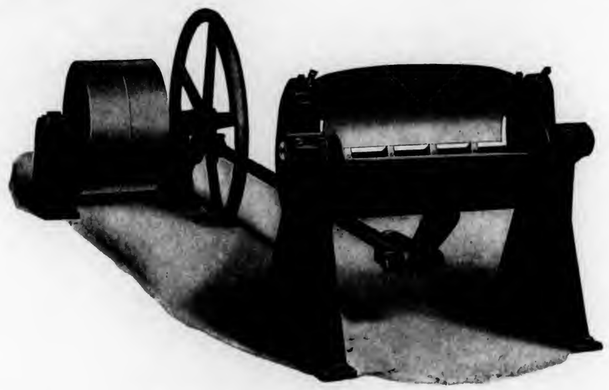

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DEVOTED TO THE COOPERAGE INDUSTRY.

A PAPER OF GREAT VALUE TO ALL STAVE, HEADING, HOOP MANUFACTURERS AND COOPERS

Vol. 41 | Published the First of Each Month. Subscription Price $2.00 Per Year. Foreign Subscription $2.50 Per Year. | Philadelphia, June, 1925 | Entered as Second-Class Matter at the Post-Office in Philadelphia, Pa. | No. 2

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that are distinguished by a marked superiority of manufacture and materials.

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that deliver their contents in perfect order and command the confidence of careful shippers.

Our **APPLE BARREL STOCK** has won a national reputation for quality and value.

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properly made from
Southern Pine by men
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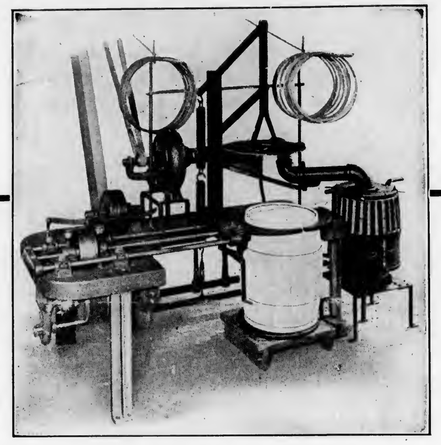

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NEW ORLEANS NEW YORK

The National Coopers' Journal

FORTY-FIRST YEAR | Philadelphia, June, 1925 | $2.00 PER YEAR VOL. XLI, No. 2

New Orleans Reports Truck Business Is Keeping Coopers Busy. Tongue and Grooved Barrel Should Be Advertised Aggressively

Business is very steady here now; everybody busy at the routine work of filling orders and nothing thrilling or unusual happening or likely to happen. This is near the fag end of the vegetable shipping season, but so far the only let-up in shipping has been for an occasional day or two when the farmers have slowed up in their work on account of low prices. For a while dry weather threatened the crops, but many farmers are close to the big river, and all the others have small rivers or bayous right at hand, and the question of irrigation is a very simple one here. The only complaint they have to make is that their crops are so abundant that prices are low. The city shops are all occupied with the local trade and the numerous branch shops are still active at the smaller shipping points. Some of the coopers have so completely adapted themselves to this truck business that they have quit reckoning their work by the barrel or by the carload, and if asked how much business they have secured will tell you of one customer who had a hundred acres of carrots to ship, another with two hundred acres of turnips, and still another who gathered and shipped eighty acres of spinach, so even when they give you full particulars regarding their trade, you can not figure out how many barrels they have made unless you happen to know just how many barrels an acre of produce will fill. The vegetable season is holding on so well this spring that it seems probable that the market for produce barrels will continue to be fairly good until the demand for green corn barrels opens.

A Location That Cries for a Cooper Shop

The cooperage field here is so well occupied that it would be hard for a newcomer to get in on this trade sideways, or to find anything for his shop to do. Just outside of the range of the New Orleans shops, however, there are several fine locations for shops. One of the best of these is at Crystal Springs, Miss. Crystal Springs is not very large, but it is a good town, a fine place to live in, and is in the midst of one of the finest farming regions in the world. The record shipment from that town for this season was 45 carloads of vegetables in one day, and the average of shipments has been very high. A check on their shipments for one week showed: Monday, 35 cars; Tuesday, 23 cars; Wednesday, 39 cars; Thursday, 34 cars; Friday, 28 cars; Saturday, 33 cars, making a total of 192 cars in one week. At the very least, 100 of these carloads of truck should have been shipped in barrels, using, perhaps, 20,000 barrels, but during the particular week on which this record was kept not a single barrel was used.

Some of this produce was cabbage, which is always shipped in crates, and some was string beans, for which the accepted package is the hamper, but the great bulk of the shipments consisted of carrots, beets, turnips and other vegetables that were especially created for shipment in the cheaper grades of barrels, so there is something radically wrong in these good people's shipping practice which should be remedied. Some of the shippers when questioned about their choice of packages said that they used hampers and boxes because these packages were more easily obtainable, for the barrel supply was very uncertain and deliveries unsatisfactory. This explanation is not wholly correct, for we know of several unsuccessful attempts on the part of good coopers to get in on this trade.

Trade Extension Work Needed

Crystal Springs is the finest place in the world for a coopershop, but the town is probably in serious need of some advance missionary work. If the northern purchasers of this produce would be a little more emphatic in their demand for good packages, and would stress the importance of shipments reaching them in good condition, you would very soon see the Crystal Springs farmers out hunting for barrels. If some man in possession of the details as to the respective conditions in which crated or boxed vegetables and barreled vegetables reach the Chicago markets, and who also had full particulars regarding the relative cost and carrying capacity of the different packages, would go to Crystal Springs the farmers would certainly give him a hearing, and you may be sure that a full knowledge of the facts would put these men in the market for barrels, and there is no question of their ability or willingness to pay.

Sugar Refineries Having Good Season

Raw sugars are being imported in large quantities, and the shops of the big refineries are kept fairly busy, with only an occasional lull, while orders for sugar in pockets and cartons are being filled. The smaller groceries here are now selling sugar at retail for 8 cents for a one-pound carton, 15 cents for a two-pound carton, while the chain stores, receiving their sugar in barrels, are retailing it at 28 cents for five pounds. This would give a differential in favor of the better package of about $8 per barrel, not to mention the fact that the used sugar barrel can be resold for about half of its original cost.

The American Refinery is now at work filling an order for 100,000 barrels of sugar for England. This is quite a nice little order, and the other refineries here are getting their fair share of the export trade, and export sugar almost always goes out in barrels.

Export Business Quiet

The cooperage export business here is very quiet, though there is an occasional shipment of bottle barrel shooks to Cuba, together with a few tight kegs. Mexico is our best foreign customer at the present time, though the buyers there are few in number. The most important shipper now is the Anglo-Mexican Petroleum Co. This concern's shipments are regular, and consist of an ordinary trainload of stock at a time.

The cottonseed oil mills have always used a good many barrels, halves, kegs, pails and tubs, but as the larger concerns usually make their own packages their trade has been important to the stock men but not to the regular coopershops. The way the local shops have been most benefitted by this business was by buying up the used lard packages, recoopering them and selling them back to the mills, but even this little item has helped along considerably.

Giant Cottonseed Oil Merger

The latest development in the cotton oil industry has been the acquisition of the stock of the Southern Cotton Oil Co. of New Jersey and the Southport Oil Mills, Ltd., by the Southern Cotton Oil Co. of Louisiana, so that the giant merger is now launched with a paid up capital stock of $13,500,000. The size of the merger, now a New Orleans institution, illustrates the magnitude of the business. Some of the products of this concern are shipped in tin cans exclusively, and it is probable that at some of their plants they do not know what a barrel looks like, but for all that their industry does use a great number of the best packages, and constitutes a factor in the trade that is not to be overlooked. The advantages of using barrels should be kept before them, and they should be encouraged to use more instead of fewer of the better packages.

Bottling Plants Set Good Example

For weeks past the mercury has been lingering around the 85-degree mark, and threatening to go higher. This temperature increases the use of soft drinks, and bottle barrels are in demand, as also are tight barrels of the best quality for syrups and extracts used by the bottlers. However, the greatest benefit which the bottling plants confer on the cooperage industry is by setting a good example, for they use only barreled sugar in their business. This helps the barrel trade with the refiners, and also puts a large number of used barrels on the market. Users of these cheap packages are likely to acquire the habit, and to buy new barrels when old ones are not obtainable.

Tongue and Grooved Barrel Suffers from Lack of Intelligent Advertising

Between one and two years ago the slack barrel with tongue and grooved staves was introduced to this market. Its merits were so evident that it was hailed as the coming package, and its friends believed that it was to be adopted and used by all manufacturers needing the best possible package, but last summer there was a general readjustment of the cooperage business here, and the tongue and grooved barrel seems to have been lost in the shuffle. There is little or no demand for them, apparently for the simple reason that no one seems to be trying to push their sale. That is not right. This barrel, the finest that it is possible to make, came in strong, and should have stayed with us, for it is adapted to the carrying of dry and finely-powdered products that no other package will hold so well.

Machine Manufacturers Should Launch Educational Campaign

Recently the manager of one of the big refineries, where great numbers of barrels are made and used, said that they really needed the tongue and grooved barrel, but that the tongue and grooving machines that he had seen were all failures, as they were so complicated and so liable to get out of order that ordinary mechanics could not operate them.

This gentleman is a good fellow and a big business man. All that he needs is more light on the subject. He is fully aware that finely granulated sugar should be shipped in tongue and grooved barrels, but no one has ever properly demonstrated the machines to him, and so both sides are losers.

APPLE EXPORTS FOR SEASON

Apple exports for the week ending May 2d were 2,460 barrels and 7,992 boxes, according to the International Apple Shippers' Association, compared with 638 barrels and 20,877 boxes for the corresponding week last year. Total exports to date are 2,611,663 barrels and 4,647,520 boxes, compared with 3,187,132 barrels and 5,385,061 boxes to the same date last year.

STORAGE APPLE HOLDINGS

Holdings of apples in cold storages in the United States as of May 1st are given out by the Department of Agriculture as follows: Barrels 504,000; boxes, 1,793,000, and bushel baskets 119,000. On the same date last year there were 1,044,000 barrels, 2,901,000 boxes and 208,000 bushel baskets. The five-year average is 532,000 barrels and 2,014,000 boxes.

NEW FORESTRY LAW PROPOSED FOR GEORGIA

The Georgia Forestry Association drew up last year a measure for a tax on lumber dealers, which it is expected will be introduced in the 1925 session of the Legislature. It is designed to take the place of the present law, and will be based upon the volume of business done by firms in the lumber and naval stores industry.

The proposed law states that a tax shall be levied upon all persons, companies, or corporations manufacturing or dealing in forest products, and the specific taxes with few exceptions are graduated according to the size of the industry and to its volume of business. As an illustration, the tax on turpentine distillers starts with a tax of $10 upon stills making 3 to 10 barrels of turpentine a day, and runs up to $22.50 on stills making more than 25 barrels of turpentine a day. With sawmills, the tax ranges from $10 on mills cutting from 5,000 to 10,000 feet of lumber a day up to $50 a year on mills cutting 50,000 feet a day or over. It is estimated that the schedule of taxes included in this bill will provide $25,000 a year or more for the State.

Aside from lower taxes and certain exemptions contained in the measure for the benefit of the smaller dealers in lumber and turpentine, another feature of the proposed measure is that the proceeds are to be turned over to the State Board of Forestry for disbursement, which would mean that the State could employ a State forester, forest rangers and fire wardens, and permit the adoption of a real program of forest production and conservation.

The present law is considered objectionable in that it places an undue burden upon lumber dealers in the larger cities; it levies taxes in accord with the population in which the business is located. Moreover, the present law does not provide for the disposition of the taxes.

Indications Point to Heavy Apple Crop, Which Will Keep Louisville Slack Cooperage Trade Busy. Tight Outlook Improves

The Louisville cooperage interests are living in hopes of good business a little later on, even though present volume is not all that could be desired. In the slack line trade will undoubtedly increase shortly, and prospects, as a result of good crops of produce which will soon be moving, are better than for some time past. Indications also point to a good potato production, while reports from various sections of the State promise better than an average yield of apples for the season. Flour mills, which have been operating on part time for the past several weeks, will close down for a few weeks in June to condition the plants for the grinding of the new crop which will be harvested early in June.

Tight Outlook Better

In tight cooperage the general outlook is also better than it has been hitherto, although the current demand for kegs and barrels is somewhat sluggish. However, picklers and canners are preparing for a large pack, and if the cabbage crop turns out as well as expected, there should be a heavy volume of sauer kraut put up. Providing the apple harvest is as heavy as is indicated by the present condition of the orchards there will also be a brisk demand for vinegar and soft cider packages.

Strawberry Season Will Create Demand for Tight Barrels

The past few years has witnessed a steadily increasing call for tight barrels for packing strawberries, which are sugared down for storage against the time when they will be used in making fruit flavors and syrups for the soda fountain and bottling trade. Kentucky has developed into a great strawberry-producing State, and solid train loads of crated berries are moved to the northern and eastern markets as strawberry specials. When the early season prices recede, and when the ripened fruit becomes too soft for long shipment, the fruit juice buyers invade the markets, and make heavy purchases. In past years such berries have been sugared down in every type of tight container, even brewery vats, and held for indefinite periods. So far this year there doesn't appear to have been any demand for barrels from this source, but it will unquestionably appear soon.

Tight Stock Market

There is so little stock moving at the present time that it is not easy to get any line on the market, local houses reporting that they are not buying or selling just now. Red oak circled heading on last quotations was reported at 40a42 cents a set; white oak about two cents higher, and gum heading at five cents under red oak. Red oak oil staves are around $45 a thousand, and white oak, $50; spirit staves, $75a$80; and gum staves, $35.

Tight Barrel Market

Although rumors have been heard of tight barrels at $2.25 and even under, on quantity purchases, this is denied in the trade, some leading men claiming that $2.50 is about the low, although this price is shaded a trifle on quantity lots. It is claimed that the manufacturer wouldn't even be trading dollars at $2.25, figuring material, labor, etc. In a small way standard oil barrels of 45 to 50-gallon capacity are quoted at $2.70, but can be had at $2.50 and less in quantities, while white oak can be had at around $2.50a$2.65 in quantities. Other prices are approximately the same as they have been for some months, reading about as follows:

Gallons	Red Oak	White Oak	Spirit	Charred Spirit
1	$0.65	$0.70	$1.00	$1.15
2	.75	.80	1.15	1.30
3	.85	.90	1.30	1.45
5	1.25	1.35	2.10	2.35
10	1.60	1.70	2.35	2.60
15	1.75	1.85	2.60	2.85
20	1.90	2.00	2.95	3.20
25	2.05	2.15	3.20	3.45
30	2.20	2.30	3.50	3.75
45-50	2.70	2.85	5.00	5.50
Gum barrels	2.35			

Kentucky Court Refuses Writ to H. G. Rush Stave Co.

The Kentucky Court of Appeals heard a case involving the H. G. Rush Stave Co., of Oil City, Pa. Chief Justice W. E. Settle, who presided, overruled a motion for a writ of prohibition prayed by H. G. Rush, to restrain Judge J. E. Childers, of the Pike Circuit Court, from trying a damage suit against him, instituted by R. Williams. While employed by the H. G. Rush Stave Co., Mr. Williams suffered personal injuries, which he alleged were due to wrongful acts and negligence on the part of the company. In seeking the writ of prohibition, Mr. Rush, a citizen of Pennsylvania, raised the question of the jurisdiction of Judge Childers. Without deciding the question the court declared that Mr. Rush had failed to present sufficient reason for granting him a writ of prohibition, and it was therefore denied him.

Canadian 4.4 Beer May Create Keg Stock Business

The cooperage trade has read with interest the press reports of Canada's sanction of the sale of real beer. If the consumption of the amber delight attains anything like pre-war proportions in our sister nation across the border, we may be benefited to a degree by the ensuing demand for beer keg stock, but it is not to be expected to result in any great business on manufactured kegs, as the freight tariff for the long haul from this territory would be prohibitive.

General production of tight staves and heading is somewhat light at present. The Louisville Cooperage Co. reports that it isn't turning a wheel at its Louisiana plants at the present time, but is still operating its small plants in eastern Kentucky, where it is cutting good quality white oak stock for wine staves and heading. Other producing companies are also operating on curtailed schedules in view of the large available holdings of manufactured stock and the apathetic state of the market.

Notes of the Trade

Quite a number of local men were recently in Memphis to attend the cooperage meeting, and also the meeting of the American Hardwood Institute. A goodly crowd went down from the Louisville Hardwood Club, and included several of the officials and department managers of the Chess & Wymond Co., among which were William A. Watts, chairman of the Board; W. I. Wymond, president, and W. N. Willis, of the lumber department.

At the office of the Eugene Walsh Cooperage Co. it was reported that the company was not doing any business, its plant having been seized by the government some weeks ago on an alleged violation of the prohibition laws. The company handled a big used-barrel business, occupying a number of warehouses.

Nothing new has been obtainable regarding plans of the J. D. Hollingshead Co. relative to rebuilding at Louisville. For some time after the fire destroyed the Louisville plant, Paul Dysart, Jr., looked after the company's local demand from his home, but several calls over the phone have been met with blank silence, the phone not being answered. At last reports it was a question as to whether the company would rebuild at Louisville.

The Louisville Cooperage Co., which installed a hand slack barrel department a few weeks ago, is doing a fair business in this department, but hasn't broken into a busy season as yet, and hardly knows whether the line will prove of sufficient interest to warrant the outlay in machinery and equipment necessary to volume production.

W. I. Wymond, of the Chess & Wymond Co., informed the writer that while far from busy, the company is running right along on a light capacity in producing barrels and kegs at the Louisville mill, while the Southern company is continuing to produce staves and heading. He further expressed the opinion that the outlook for barrels in the food producing lines appeared rather promising.

In a recent interview J. N. White, Louisville Cooperage Co., stated that business continues a trifle quiet but that prospects were steadily improving. The company has been getting a fair amount of such business as is to be had, but the total volume is still unsatisfactory.

The paint and varnish industries are having a very active year, partly in connection with heavy building operations, and also on industrial supplies. The Jones Dabney Varnish Co., Louisville, according to W. C. Dabney, has been working night shifts and running the plant day and night. A new department for production of lacquer varnishes or enamels has recently been added.

Frank B. Russell, formerly quite active in production of beer cooperage stock, is now giving most of his attention to a paint and glass company, which he purchased four or five years ago, and which has developed into an enterprise of considerable importance.

At the Gambrinuis Cooperage Works, of Philip Sengel & Son, George Sengel remarked that hot weather was creating a good demand for its ice cream buckets and ice cream cabinets, which had been draggy for some time. In the tank line there has been fair activity, but general barrel business has been quiet.

DECIMAL COMMODITY PLAN URGED FOR ALL AMERICA

That the United States and Canada should unify their weights and measures on the decimal plan, in accord with the 21 other American republics, is the declaration of Aubrey Drury, director of the All-American Standards Council, writing in a recent issue of the "Kiwanis Magazine."

"It was 140 years ago," he says, "that Washington and Jefferson pleaded with our people to adopt and use decimal commodity standards. Since that time, all the other civilized nations have made this advance. Only the United States and the British Commonwealths are unstandardized with the world.

"This is the more deplorable to record, when it is considered that Americans and British use different measures, which is the cause of costly confusion in commercial transactions, price quotations, statistics and technical literature. A gallon is not the same in Canada as in the United States, nor is the bushel. There is great confusion due to the different tons and hundredweights, the 'long' ton being generally used in British countries.

"It would be preposterous to seek to unify the quantity standards of the Americas upon other than the decimal metric basis. More than 900,000,000 of the world's people are now committed to the metric standards. All weights and measures other than the metric are destined to be superseded. Our adoption of the world standards will be the greatest commercial advance of the century."

SEVENTY-FIVE HUNDRED BARRELS PILED FIFTY-FIVE FEET HIGH PROCLAIM OPENING OF THE MACKEREL SEASON

A recent issue of the Boston *Globe* carried one of the most impressive cooperage exhibits that we have seen in a long time. THE JOURNAL is indebted to our good friend, J. T. Miller, of Boston, for the clipping which showed the huge barrel pyramid with the following comment:

"Thousands of persons making their way to the Fish Pier, South Boston, have been wondering about a great pile of wooden barrels they passed within sight of.

"To a *Globe* reporter, William Murphy, of the O'Hara cooperage concern, told the story of the barrels. It happens to be a 'fish story,' although the reporter visited the place on a day other than Friday. An interesting fish story may be found at almost any time on the Fish Pier.

"The pile consists of 7,500 small mackerel barrels. These are about a third of a lot which is being obtained by the O'Hara company and are being put into shape for the big mackerel season which soon starts.

"The pile is 55 feet high. The base is composed of 29 barrels in length and 28 barrels in width. The pile tapers to the tip, with 27 barrels at the uppermost point.

"Fire Chief Cornelius O'Brien, of District No. 3, visited the place and satisfied himself that the barrels were not a menace, but he told Mr. Murphy that in the event of any emergency a fire box was close by and to show no hesitancy in pulling the box. He was assured that a guard was on duty and there was no possible chance for a fire.

"The credit of the interesting erection of the barrels is due to Mr. Murphy, his special assistant, Julius Anderson, veteran fishing captain of 40 years' experience, and James Miller.

"The remainder of the 20,000 barrels which were recently bought in New York, will not arrive at the South Boston yard until after those now there are used. Last year the firm used 20,800 of the barrels during the mackerel season."

Yes, we'll say that business looks good in every line for our cooperage friends this year.

INTERNATIONAL CEMENT CORPORATION GREATLY INCREASES PRODUCTION

According to the sixth annual report of the International Cement Corporation for the year ending December 31, 1924, the productive capacity of the company was about 7,000,0000 barrels, or more than 1,000,000 barrels increase over the previous year. A further increase of 8,500,000 barrels is estimated. A plant site and mill with adequate supply of raw material were acquired near Norfolk, Virginia, and the construction of a modern mill to have a capacity of 1,000,000 barrels a year was begun.

BUFFALO COOPERAGE MARKET

The demand for flour barrels, which are the mainstay of the slack cooperage business here, has dropped off considerably of late, so that there is not much doing. The uncertainty of the wheat market has been the cause of the dullness in flour, and the outlook does not appear to be favorable for early improvement. The export demand has not been at all active in recent weeks.

The apple prospects are good. The trees did not suffer during the winter and prices of late have been high enough so that the trees have been sprayed this spring. There is a prospect of full blossoming, but the late season holds vegetation back. Country coopers have not been buying much stock thus far.

Cooperage Prices Steady

Prices on stock have not shown much change lately, but show an easy tone. While the mill stocks are not reported to be heavy, it is difficult to get buyers to show interest in their future needs. They generally regard the market as high, but millmen do not look for any early declines, as cost of operation continues high.

The tight cooperage business is expected to receive a stimulus from the sale of 4.4 per cent. beer, which has started under government supervision in Canada. Hotels will be allowed to sell this beer from 7 A. M. until 11 P. M. Restaurants and stores receiving permits will be similarly restricted. All public rooms must be clearly visible from the street. On Sundays beer may be sold only with meals.

Fireproof Wood Not a Recent Invention

According to a Washington, D. C., newspaper, an American invention treats wood so it will not burn and will resist decay. This is supposed to be something new, but Charles H. Honeck, president of the Batavia & New York Woodworking Co., Batavia, N. Y., states that his plant has been fireproofing wood for four years. He said the other day:

"This is not really an American invention. It has been known for a hundred years or more that wood can be impregnated with chemicals to resist fire, but the difficulty has been to devise a method whereby it can be done so that it has a commercial value—in other words, so that it can be done cheaply enough. We impregnate it with chemicals about as described in the miscellany item. The only reason it is not used universally is because it is an expensive process."

Rochester Has Giant Apple Organization

Rochester, N. Y., is to be the center of the largest apple products business in the world as the result of the organization of the Standard Apple Products, Inc. This company takes in the Kendall Apple Products Corporation, which was established in 1917, and the Aspegren Fruit Co., of New York, a concern which was started thirty years ago. Both companies have maintained extensive organizations for distributing their products and the new combination will effect a saving. The capitalization of the company is $1,250,000. Apples will be handled from the time the fruit leaves the tree, and in addition to the fresh fruit, the shipments will include evaporated apples, apple pomace, apple cider and apple cider vinegar. The president of the corporation is Charles F. Hollwedel.

Trade Notes

The Trenton (Ont.) Cooperage Mills, located on the north shore of Lake Ontario, are receiving a good supply of elm timber from that section and a report from there states that the trains of flat cars loaded with logs are being shipped to that town and to Pembroke, where a match factory takes the basswood that is being cut at the same time as the elm.

It is reported that a stave factory is to be started in Colton, St. Lawrence County, N. Y., near the sawmill of P. N. Blake. Sufficient timber is said to be in sight to furnish the mill for some time. The town is located on the Racquette River, south of Potsdam, and transportation to the latter town would be by motor truck.

Edward B. Holmes, president of the E. & B. Holmes Machinery Co., has been named by Bishop Charles H. Brent as a member of a committee to raise this city's share of a $1,000,000 endowment fund to establish a school of international relations at Johns Hopkins University, in memory of Walter Hines Page, former ambassador to England.

Z. H. Nelson, sales manager at Grand Rapids, Mich., for Jackson & Tindle, is spending a few days at the Buffalo office of the firm.

The Quaker City Cooperage Co. states that flour-barrel business has been on a smaller scale for the past month, and the shop is running on part time, while some barrels have been stored.

The Niagara Cooperage Co., Lockport, has found the fruit-barrel business somewhat backward of late, partly due to the fact that the season in fruit is some two weeks later than usual.

The plant of the Cataract City Milling Co., Niagara Falls, which has been in operation for half a century, is being discontinued. The property has been sold to a power company. The mill had a capacity of about 600 barrels of flour a day.

BORDEAUX STAVE MARKET CONTINUES FAIRLY ACTIVE

CONSUL LUCIEN MEMMINGER, Bordeaux, France

The stave market in Bordeaux, France, though experiencing a poor demand on account of the dullness in the wine market, continues to receive shipments. Russian staves are arriving in increasing quantities, more from this source having been taken in the first two months of 1925 than in the whole of either 1923 or 1924. Of stave imports totaling 7,983 tons in January and February, 4,928 tons were from Russia, 1,653 tons from the United States, and 1,125 tons from Jugo-Slavia. There are from 500,000 to 600,000 American staves due to arrive in the near future, according to reports.

United States Ranks First in Trade

The United States easily led all other countries in the Bordeaux oak barrel stave import trade in both 1923 and 1924, furnishing 16,859 tons out of a total of 25,738 tons in the former year, and 14,608 tons out of 20,509 tons in the latter year. Russia increased its shipments from 1,510 tons in 1923 to 2,450 tons in 1924. Jugo-Slavia lost ground in 1924, there having been 4,736 tons brought in from that country in 1923 and only 1,556 tons in 1924. Imports of barrel staves other than oak amounted to 331 tons in 1923 and 223 tons in 1924.

Increased Business Dependent Upon Lower Prices

Agents handling American staves state that on account of present conditions, high prices can not be expected, and that $300 to $325 per thousand for good quality white oak staves, c. i. f. Bordeaux, is the most that can be obtained. It is further stated that business on a large scale would only be possible at a price in the neighborhood of $250. At the price now asked for imported staves the cost of the finished barrel amounts to 140 francs, which is considered excessive.

Increase in Local Freight Charges

Under a new rule all vessels bringing staves must unload at Bassens, on the opposite side of the river from Bordeaux, which arrangement, because of the larger wages demanded by the stevedores of that quarter and the extra railway haul, the rate for which has lately been doubled, adds considerably to the cost of the imported staves laid down in Bordeaux.

LUCAS E. MOORE STAVE COMPANY MAKES CHANGES IN OFFICE PERSONNEL

At a recent meeting of the stockholders and directors of the Lucas E. Moore Stave Co., New York City and New Orleans, La., a number of changes were made in the official personnel of the company, owing to the death of Lucas E. Moore, who was vice-president and secretary. Andrew T. Knox, a vice-president of the company and formerly its treasurer, was made secretary to succeed Mr. Moore. He resigned the treasurership and E. E. Richards, who has been connected with the firm for many years, was elected to succeed him in that capacity. W. P. Toung, who has been associated with the business since it was first inaugurated, was advanced to a vice-presidency and will have entire charge of the New Orleans office. S. B. Adams, manager of the company's plant at Mobile, was also elected a director. The remainder of the administrative family continues in office as hitherto.

CADIZ STAVE MARKET CONTROLLED BY AMERICAN STOCK

VICE-CONSUL EDWARD E. SILVERS, Cadiz

The Cadiz (Spain) market for oak staves is largely controlled by American imports. Total stave imports for 1923 were 8,419 metric tons, against 7,966 metric tons in 1924. These staves are imported in the rough and worked up by independent coopers or in the cooperage shops of the various wine producers. This work is generally done by hand. Attempts have been made to bring in finished staves, but the coopers refuse to work them, so the practice had to be abandoned. The stocks on hand range from 400,000 to 500,000 pieces. It has been found that oak is the most suitable species for wine casks; chestnut from Italy is less costly and has been used for domestic trade but has not been found satisfactory.

ZERN MACHINERY EXCHANGE MOVES TO NEW PLANT

The Zern Machinery Exchange, of Fort Wayne, Ind., is now occupying its new office building and warehouse at High and Clark Streets. The new plant, which has just been completed, is thoroughly modern in design and equipment and affords a splendid home for the business. Every department is comfortably housed and ample display room is provided for the expanded line of new and used machinery which the company now handles. The machine shop, furnished with a complete new installation of equipment, which enables the firm to handle any sort of repair or rebuilding job, is one of the striking features of the plant. Several new lines of cooperage and woodworking machinery have been added to the company's list of offerings, which is now one of the largest in the country.

INSPECTION OF BOOKS OF IMPORTERS AND EXPORTERS

New instructions governing the inspection of exporters' and importers' books and records by investigating officers of the Treasury have been issued by Secretary Mellon.

"An investigating officer of the customs who calls upon a manufacturer, producer, seller, exporter, shipper, consignor, importer, dealer or consignee or the agent of either and presents the certificate of authority does so as the authorized representative of the Secretary of the Treasury and as a duly accredited officer of the United States and the official action of such representative is to be construed as a request by the Secretary of the Treasury."

APPLE SHIPPERS' CONVENTION

Donald B. Pocock, chairman of the reservation committee for the 30th annual convention of the International Apple Shippers' Association, announces that reservations are coming in fast and advises all those planning on attending the convention to make their reservations now. The convention will be held in Cleveland, at the Hotel Statler, August 11th to 14th.

The local committees handling the affairs of the convention have been holding regular meetings and are rapidly formulating plans for one of the finest conventions ever held. The local trade is working as a unit in making the coming meeting a huge success.

COOPERAGE EXPORTS FOR MARCH

Cooperage exports for the month of March, as set forth in Commerce Reports, the official organ of the Bureau of Foreign and Domestic Commerce, consisted of 3,900,000 slack and 2,900,000 tight staves, 226,000 sets of heading, 141,000 sets of tight, 135,000 sets of slack cooperage shooks, and 38,000 empty barrels, casks and hogsheads.

PERUVIAN OIL FIELDS GAINING IN PRODUCTION

The April output of the Lobitus Oil Fields, Ltd., operating in Peru, was 117,544 barrels of oil, against 87,885 barrels in the same month of 1924. Production for the first four months totaled 472,857 barrels against 347,550 barrels in the 1924 period, according to a cable to the New York News Bureau from the Central News, London.

THE OZARK TIMBER AND STAVE COMPANY INCREASES CAPITALIZATION

The Ozark Timber & Stave Company, the main offices of which are at 10 N. Clark Street, Chicago, have effected the reorganization of their company and increased their capital stock to $100,000. This is one of the best known concerns in the tight cooperage business operating a series of plants with a total production that places them among the leaders in the tight line.

WANTS IN COOPERAGE LINES

Henry Siemon & Sons, 2219 *North Second Street, Philadelphia, Pa., is in the market for white pine glued heading. Also white pine staves.*

H. Metzger's Sons, 11, 13, 15 *Eighteenth Street, Richmond, Va., is in the market for* 10,000 *bolt kegs; stock dimensions,* 18-*inch staves,* 10 *to* 12-*inch heads. Quotations are requested f. o. b. Richmond. Delivery to begin in July and at a thousand or more kegs per month. Quote on kegs nested and knocked down.*

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PRODUCTION AND MARKETING

A question that is agitating the minds of the rank and file of the industry and one that is applicable in general terms to all its branches was propounded in the meeting of the slack branch of the Association at the recent convention when information was asked as to "how we are going to continue to sell $9 staves for $6."

While the foregoing query was put directly to the members of the slack group, it encompasses a matter which is equally applicable to all the other stock producing branches of the business. It is patent that no profit can be realized in the marketing of a product at a price less than the cost of production, and that persistence in this practice must inevitably lead to bankruptcy and ruin. A keen analyst of the situation would predicate a correction of conditions upon a diagnosis of the underlying causes which are responsible for the distressing state of which the trade complains, and it is a reasonably safe assumption that investigation would disclose the origin of the malady as lying in the present production and sales policy of the great mass of cooperage manufacturers. It does not require more than ordinary perspicacity and business acumen to reach the conclusion that uncontrolled overproduction and unrestricted competition in the marketing of cooperage stock must necessarily result in a glut of the market with accompanying low prices.

The extraordinarily fine weather which has prevailed over the country throughout the past winter and spring put the woods into ideal shape for logging operations, and manufacturers, taking full advantage of the unusual opportunity presented, pushed their cutting to the limit and acquired surplus stocks of material. Feeling the fancied necessity for liquidating the assets tied up in these manufactured goods, and finding the market loathe to absorb and store them against future needs, the producers resorted to price concessions to stimulate orders. No one will believe that the individuals and firms who started the downward trend in prices did so with malice aforethought, or that they had even a faint conception of the havoc which their action was to cause, but once the ball was started rolling it gathered increased momentum as it progressed until now the trade finds itself, both those directly responsible and those who made sincere efforts to maintain levels in which there was at least a modicum of profit, in the situation where the question as to how to sell $9 staves for $6 becomes a highly pertinent and extremely grave proposition.

There is one very apparent fact which unquestionably has a large bearing on the matter, if, as a matter of fact, it is not the controlling factor, and that is the total absence of any real co-ordination between the production and selling of cooperage stock. It is generally admitted that present consumption, due to the distinctly listless trade in a great many of the lines that absorb cooperage, is far below the point which could be called satisfactory. When this consumption will increase is entirely dependent upon what improvement in business the consuming lines will enjoy in the immediate or distant future. Facing this condition with warehouses and yards crowded with material which has cost good money to produce, the cooperage industry entertains the very natural desire to liquidate its investment which is more or less of a "frozen asset," so long as it holds its merchandise on hand. In the gratification of this desire is where the woeful lack of the above mentioned co-ordination between production and sales becomes clearly apparent. The experience of the past few months has shown that the unregulated dumping of stock into the market at any such price as it will bring, despite the fact that some individuals attempt to justify it on the grounds of expediency, is a proceeding which eventuates in unprofitable and highly unsatisfactory conditions and constitutes a distinct menace to general business.

It is surely not beyond the bounds of possibility that a regulatory program could be evolved which would with perfect justice and entire legality so direct or co-ordinate the production and marketing of cooperage stock as to assure consumers an adequate supply of materials at all times and secure for producers a fair profit on their goods and a reasonable return on the capital they have invested in the business.

LOUISIANA TREATS CARELESS IGNITING OF FORESTS AS A CRIMINAL OFFENSE

The action of Judge Culpepper, of the Ninth Judicial District, Louisiana, who, in a recent charge to the grand jury of Rapides Parish, instructed them to investigate forest fires with the view of pinning responsibility for what he regards as a criminal offense on the party or parties at fault in the igniting of them, should have a salutory effect upon those who either through carelessness or negligence cause these wasteful and destructive conflagrations. It is entirely logical to assume that if a few sentences commensurate with the crime are dealt out, the result will be highly effective as a fire preventive measure. There is little doubt that the Judge's action will be enthusiastically endorsed by lumbermen and timber-land owners, whose holdings are at the mercy of every casual hunter or itinerant wayfarer who thoughtlessly allows the embers of his camp fire to extinguish themselves, or who nonchalantly flips burning matches or live cigarette butts into the tinder-dry bed of the woods. If a few of these instances are punished by incarceration in the county jails or by a sufficiently stiff fine, the example will go a long way toward causing the offenders to think twice before laying themselves open to the penalty entailed. Cognizance by the courts and the placing of the negligent igniting of forest fires on the calendar of crimes will be a mighty aid to the fire warden and the State forestry department in their splendid efforts to conserve the timber resources of the commonwealth, and it is a proceeding which could be followed throughout the Union with an unquestioned saving of millions of dollars worth of precious forest which is now annually ravaged by fires originating in flagrant indifference to the property rights of its public or private owners.

"WATCHFUL WAITING" CHARACTERIZED EASTERN TRADE DURING MAY—C. M. VAN AKEN

Contrary to some of our expectations, there has not been very much of a change in the cooperage situation during the past month. There were no serious frosts during April, but on two or three occasions we have had pretty cold weather and during May there have been times when the weather conditions were not at all favorable for fruit. This has kept the farmers guessing and put the barrel manufacturers in a position where they were unable to go ahead in the purchasing of additional cooperage material with any degree of confidence, so that the business of May has been very much the same as that of April, namely, a "watchful waiting" condition has prevailed. We are hoping that more life will be shown in the business very soon.

The volume of business that has been moving during the month has been fair, but it is the future business that is effected when people hold back for one reason or another.

The new plant of the Greenville Hoop Company, Greenville, Mississippi, which has just recently been completed, has been put in operation. The mill, which is strictly modern in design and equipped with the latest and most up-to-date machinery, replaces one which was destroyed by fire last October. Approximately 75 men are at present employed on a full-time schedule.

HARD WORK AHEAD FOR ALL, SAYS FRANK M. SCHERER

Now that the cooperage convention at Memphis is over and nothing has developed in large sales and advancing prices, it must be evident to all that a period of hard work is ahead of all of us to dispose of the stocks that are now ready and will be manufactured during the next four or five months. The slack cooperage situation is no different from any other line in that we are suffering mostly from over-production. The supply far exceeds the demand and the consumers as a general rule know the true situation, and it is unreasonable and out of the question to look for any other than a buyer's market for the near future.

It is a certainty and perhaps well known throughout the trade now that the apple crop in the Shenandoah Valley district has been severely damaged and the recent cold weather may have its effect in other sections at the "June drop." The result is that we can look for very little help from the apple-barrel trade until their crops are assured and there are very few shops that we know of in the East that are without any stock at all. Most of the shops have sufficient for about one-half of their normal production of barrels.

Other lines of trade seem to be opening up a little better, judging from the inquiries we have received during the past ten days from various industries and some of the large general coopers, and a little more activity on the part of this trade will help while the apple-barrel consumers are waiting.

On the Eastern Shore most of the buying for the Irish potatoes is over, and while there is stock being sold in that district it is principally to fill in, and in some cases the price is an inducement.

Reviewing the market we find that pine heading, 17⅛-inches, is bringing 5½ cents. This is the asking price for prompt shipment, and 5¾ cents to 6 cents for June and early July. With an improved demand, the market on pine heading should strengthen, as most of the mills are shut down or about to shut down, and there does not seem to be a great over-production.

In elm hoops the manufacturers are almost ahead of the consumers as far as supply and demand are concerned. The average price on 6-foot hoops in both northern and southern districts is $14.25 to $14.50; other sizes in proportion, with 3', 3' 4", 5' and 5' 3" slumping off badly on account of the small demand. We do not look for very much improvement in the hoop market for the next 30 days.

The stave situation remains about the same as it was 30 days ago. No. 2 30" are being auctioned off, the mills being willing to take most anything around $5 per thousand to get rid of their heavy surplus of this item. Fruit staves and No. 2 28½" are moving, but principally on orders placed in April. The present price on mill-run gum and tupelo fruit staves is about as low as anyone can expect them to go this season. No. 1 staves are moving better than other grades just now, but as compared with 30 days ago the demand is not so good.

It will be well for all of the manufacturers, during this period, to pay strict attention to quality, as the consumer is becoming more accustomed each year to buying quality stock. Not only price is taken into consideration these days, but quality is also considered.

WHERE DOES THE WEST BEGIN?

Out where the boosting's a little stronger,
Out where the hair grows a little longer;
Where the talk is loud and runs to boast,
And to press your pants is a crime almost;
Where the laugh is loud and the manners rude,
And to shave your neck marks a man a dude—
That's where the West begins.

BUT—Where does the East begin?

Where the streams are shallower and the hills are flat,
And a man is judged by his coat and hat;
Where the women boss, and the men-folk think
That toast is food and tea is drink;
Where the men use powder and the wrist watch ticks,
And everyone else but themselves are hicks;
That's where the East begins.

Now East is East and West is West.
They each have some bad and they each have some best;
For it isn't a matter of lines on a map
That makes a guy regular or makes him a sap.
The folks out West may run to brag,
And the knees of their pants may sort of sag;
But there's many a guy in the boundless West
With a heart as staunch as his leather vest.
And there's a many a guy in the East, by heck,
Who's got good nerve and a gilt-edge soul—
If he does mess around with a finger-bowl.

—Col. C. G. Thompson in "Wall Street Journal."

The Associated Cooperage Industries of America

In Tenth Annual Convention at Memphis, May 4th, 5th and 6th

The Tenth Annual Convention of The Associated Cooperage Industries of America, which opened at the Gayoso Hotel, Memphis, Tennessee, on Monday, May 4th, functioned through three days crowded with bustling activity, and when the motion to adjourn the General Session on Wednesday, May 6th, was made and carried, the consensus of opinion of those attending the meeting was virtually unanimous that the entire affair was crowned with a measure of success that exceeded the high expectations of its sponsors. In point of members it drew a substantial representation of the rank and file of the industry from every section of the country in which cooperage is a factor of any importance, as well as a goodly number of emissaries from those allied lines which have a direct or indirect interest in the cooperage business. The accessibility of the convention city, which is centrally located in the great stave and heading producing country of the central Mississippi Valley, was not alone responsible for the splendid attendance which was recorded, as a glance at the register revealed the names of delegates, many of whom had travelled practically the length of the country to be present.

It was fully evident that the substantial majority were in Memphis not merely because there was a cooperage convention in progress, but because they had an earnest and sincere desire to confer with their fellow members on the numerous momentous questions with which the industry is confronted. The importance which was attached to this convention was illustrated in the full attendance which was drawn in the different group meetings and in the lively and spirited manner in which the various subjects introduced were discussed.

While there was a distinctly apparent sentiment that prevailing conditions had not reached the point of satisfaction which was widely predicted last fall, there was a concomitant evidence that the cooperage business is on a firm basis and that it is destined to continue to grow in volume and in strength, retaining its position of undisputed leadership in the container-manufacturing world.

The influx of members began early Monday morning, and from that time until late Tuesday afternoon there was a constant stream of arrivals. The lobby of the Gayoso Hotel was for three days the center of cooperdom, embracing within its confines men from the North, East, South and West—all with a common purpose and all with a common interest—the promotion of the welfare of the wooden barrel.

Monday, the opening day of the convention, was given over to a closed meeting of the Executive Committee, and to minor activities preliminary to the important sessions of the various groups which were scheduled for Tuesday and Wednesday. The preparatory work having been done, the road was cleared for the session of the entire slack cooperage branch, which was on the program for Tuesday morning.

WILLARD M. DAVIS
Newly-elected president of the Association

MEETING OF ENTIRE SLACK BRANCH

Promptly at 10.30 o'clock Tuesday, vice-president Willard M. Davis called the session of the entire slack branch to order and opened the business of the meeting. There was an unusually large attendance, and the general interest in the work at hand was amply evidenced by the vigorous discussions which followed the introduction of the different items on the program.

The first matter put before the session was the election of a vice-president to hold office during the coming year. Mr. Walter F. Little, of the Turner-Farber-Love Company, of Leland, Miss., was elected to this office by unanimous vote. The election of a member of the executive committee to serve for the coming two years was next acted upon. Mr. T. J. Nash, president of The Ozark Company, St. Louis, Mo., was chosen for this post, also by unanimous consent. After receiving the neatly phrased expressions of thanks and appreciation for the respective honors conferred upon the two newly-elected officers, the meeting proceeded to the consideration of a report from the Committee on Grade Rules and Specifications.

The first item in the committee's report was the question as to whether open knot holes smaller than one inch in diameter are permissible in mill-run grade heading. Contending that Paragraph 36 of the Grade Rules and Specifications, which reads as follows: "All stock not specifically mentioned, staves, hoops or heading, should be bought and sold on specifications agreed upon between the buyer and seller" covered the matter, the committee recommended that no change be made. Their recommendation was accepted.

The next item in the committee's report was a communication from an Association member pertaining to the weight of stock, which read as follows:

"It occurs to the writer that there should be something in the grade rules that would make more specific the last paragraph on page seven of Grade Rules and Specifications. This pertains to the weight of stock. This paragraph states that material is not in merchantable condition if the weight is over 3 per cent. greater than the weights specified as standard weights, but this does not state the method of settlement with the shipper if the material is not in merchantable condition.

"There is also a possibility that this material might weigh more than the 3 per cent. allowed and still be workable. For instance, if we ship staves to a customer who kiln-dries staves, this excessive weight would not make any particular difference—at least not sufficient for the customer to make complaint.

"Now, we buy staves f. o. b. mill and sell them on a delivered basis, figuring, of course, the Association weights, and when these staves weigh in excess of Association weights, it is a dead loss to us, excepting in such cases where we can show error has been made by the railroad.

"However, in checking up these details, we often find that the railroad has not made an error according to their scale weights, and yet we are charged freight on possibly 4,000 pounds or 5,000 pounds in excess of Association weights, and there is no chance of collecting a claim.

"Wouldn't it be advisable to have something in connection with this paragraph that would cover this feature?"

After a lively discussion, in which the matter was debated at length, the recommendation of the committee that no change be made in the present grade rules covering this subject was accepted.

The meeting was then thrown open for general discussion, and the chair extended the privilege to those present of introducing any subject which was of general interest to the slack branch. At this point, Mr. E. P. Voll, president of the Voll Cooperage Co., of St. Louis, claimed the floor, and after a witty dissertation on general business conditions, put a query upon which he as well as a great many of his fellow manufacturers, desired enlightment, to wit.: "How are we going to be able to sell staves for $6 that cost us $9 to produce?" His question was the basis of a brisk debate, in the course of which a wealth of intelligent opinion upon the subject was brought to light.

Mr. E. A. Powell, president of the Powell Cooperage Co., Memphis, Tenn, made the following remarks apropos of the question:

"I would hardly presume to advise, or to offer very many suggestions to a body of men who are manufacturing staves. However, I will say this, it seems to me that the trouble about our business is that we have always been cutting corners to try and pinch off a profit. The lumberman buys logs—he figures on the cost of logs, the cost of working them up at a profit—when he does not get it he quits making lumber, or piles up his lumber and he shows some salesmanship. Witness that fact by this: you will find the lumber people, as a rule, are more prosperous than cooperage people. We seem to be imbued with the idea that we are not entitled to a profit in this business; that the only way we can get it is by pinching it off; we ought not to make a profit—if we get by with one, we are a little smarter than our competitors. You see, we face the condition where we have to manufacture staves for $9 and sell for $6. There is only one possible liquidation in our case as I see it—we are all making as many staves as can be put through a stave knife properly—there is only one thing we can do for relief, that is, sell our output more intelligently; when staves reach $6, instead of selling them for $6 when they cost $9, we must either pile our staves up, or quit producing, as is done in other lines of business.

"I think our costs compare favorably with the costs in any other line. Some of us still retain war habits, but these are rapidly disappearing, because we haven't the money to support them. As far as our actual business is concerned I can not see much further reduction in production costs."

The discussion grew rapidly in interest and in brilliance, and was participated in by a very substantial number of those present.

Mr. B. B. Halstead, president of the Farmers Manufacturing Co., of Norfolk, Va., advanced the idea that a uniform accounting system to be used by all members of the Association would be a beneficial agency in determining actual production costs, and would yield invaluable information to the manufacturer who is selling his product at a loss.

Following Mr. Halstead, Mr. A. B. Struthers, of the Struthers-Ziegler Company, Detroit, expressed an opinion as follows:

"I do believe there are some things we have overlooked in the manufacture of staves, heading and hoops. There is none of us who would start a mill to manufacture No. 2 staves—that would be considered folly. We do, however, for long periods, manufacture staves, we will say, three-fourths of which are No. 2, or, possibly, two-thirds.

"I believe it would be well for us to consider what is the first operation in production. I consider that the first operation in production is cutting down the tree; the second is cutting off the logs and the bolts. And, I believe, the first thing to guard is the manufacture of the raw material in the woods before it is sent to the mill. I believe that the whole forest product industry has overlooked one thing, and that is, they can not afford to ship in to their mills large quantities of cull material, all of which must go through the same expensive operation as that of putting through the No. 1 material. It seems like a theory (and I know I have spoken of this to others), but the most practical thing for us to do is: keep away from the mill the timber that makes No. 2 staves, heading or hoops. I believe it would pay to have a man in the mill to start through only bolts that will make principally No. 1 staves. None of us, I believe, knows whether, in the elimination of barrels, it has been larger in No. 2 or No. 1, there has been elimination in the use of both, but we do know there has been, in times past, a very great excess of No. 2's. I believe, at even a greater cost of raw material at the mill, we would save. It is well worth our consideration. If we put into the mill material that will make high-grade staves we will be able to get a profit, and eliminate that portion of our product from which we know we will sustain a loss. I believe the progressive man is the one who is going to survive in the cooperage business. We will have to produce the kind of material that will make superior packages. In production of the right kind of material we will have a higher grade of No. 1, No. 2 and cull, all of which will give us a higher-grade barrel that will more easily compete with substitute containers."

Mr. Struthers' remarks veered the discussion in the direction of timber costs, which for the character of the material which is generally used for staves, were conceded to be excessively high. The chair then put the question as to how many of the members present

would be agreeable to submitting to the Association a monthly report of production costs figured by a uniform system that had been previously investigated and endorsed by the Association—the reports to be compiled by the secretary and the summary distributed among only those members who contributed individual statements. The question evoked further discussion as to the benefits that would accrue to individual producers from the knowledge of average manufacturing costs throughout the various sections of the country, during which Mr. Fred Brunner, of the United States Bung Manufacturing Company, of Cincinnati, said:

"I want to say that other organizations have adopted these cost systems. A gentleman who just spoke referred to the steel industry. I happen to know something of the steel industry, in fact, am somewhat identified with it, and I want to say that in trying to adopt some cost system they went through the trouble you are going through just now. They started with a per cent. of the members reporting, and the ones who gave the information were the ones who received the information from the secretary. They now have a national organization, and, I believe, if you follow out some such system your per cent. will be increased as between the members who will report.

"When you have compiled a report of costs from which to check up, if you are highest you can find why your cost is highest, and, I think, you will benefit by such a system."

The consideration of the question culminated in a motion to adopt the system. A rising vote revealed 13 members favoring the proposition and it was agreed to start the project with this number. A further motion instructed the Association secretary to forward report blanks to every slack stave manufacturer in the organization, and invite them to join in the movement, pointing out that only those who submit individual returns will be entitled to receive the collective report. There being no other matters of major importance before the meeting, a rising vote of appreciation was extended to retiring Vice-president Willard M. Davis for the conscientious and efficient manner in which he had discharged the duties of his office throughout his encumbancy. After an announcement of the winners of the attendance prizes—B. R. Colwell was rewarded with ten dollars as 1st prize and W. S. Rooks received five dollars as 2d prize—the session adjourned.

MEETING OF TIGHT AND SLACK COOPERS

The joint meeting of the tight and slack coopers group assembled at 1.30 o'clock Tuesday afternoon, with Mr. Howard Huntington presiding, in the absence of Mr. H. E. Coyle, vice-president of the group, who was unable to be present. Following the call to order, a communication from the B. F. Sturtevant Company, requesting the privilege of demonstrating an item of cooperage equipment before the convention, was read. Inasmuch as the Sturtevant company are not members of the Association, and not wishing to establish a precedent which might prove embarassing at a later date, the group declined the request, softening their refusal with a cordial invitation to the company to become members of the organization.

The next item of business was the election of a vice-president to serve the coming year. This matter was disposed of with speed and dispatch by the election of Mr. Howard Huntington by acclamation—no ballot was necessary. This was followed by the selection of Mr. C. N. Nancarrow, also by vociferous acclamation, as a member of the executive committee for 1925-26. After expressing his appreciation of the honor conferred upon him, Mr. Nancarrow proceeded thusly:

"To read the reports that come from headquarters you would naturally think that business is going to be good, can't help but be. They keep telling us it is just around the corner—they do not say how far off the corner is—how far we have got to go before we turn the corner. We thought some time ago we might reach that corner in the near future; along last fall I thought we might be getting close to it, but so far I have been unable to locate the corner we are going to turn that is to bring us to good times. I have turned a lot of streets but not able to locate the sign.

"We have come through a good many depressions in the cooperage business, but any of the old-timers will agree that this is the hardest and most long-drawn-out depression we have ever gone through, and I sincerely hope we are close to that corner. I feel sure it is going to come—we are going to have good times again in the cooperage business and I hope this year will see them upon us."

No further business being presented for consideration, the meeting adjourned.

T. J. NASH, St. Louis, Mo.
Elected as a member of the Executive Committee from Slack Stave Heading and Hoop Group

MEETING OF THE ENTIRE TIGHT BRANCH

This session was called to order at 2.30 P. M. Tuesday. Vice-president A. H. Wrape being absent, the chair was occupied by Mr. James B. Hall. The report of the committee on standardization was submitted by Committee-chairman H. P. Krallman as the first order of business. The report stated that the committee had been unable to complete its work and in view of the great importance of its investigations, requested that it be continued until the November convention. The request was granted.

The first item on the report was a suggested amendment to Section 5, Page 3, of the Grade Rules and Specifications to read as follows: "Wire streaks that do not go through staves be admitted." The recommendation of the committee that this amendment be rejected, was approved.

The second item on the report pertained to the variation in length permissible in cut-off staves. This item had been submitted to the committee by some members of the Association, who contended that cut-off staves fell within the provision of Note 2, Page 5, of the Grade Rules and Specifications, which reads as follows: "Variations in staves. All staves must not be less than the standard measurement herein stated, but if one-eighth-inch shorter or longer, or one-sixteenth-inch over or under specifications in thickness on one edge, will not effect the grade." The committee decided that cut-off staves were sold as a by-product and that purchasers, in view of the very low price at which they buy this commodity, are not justified in expecting the manufacturer to equalize this stock and to hold it strictly to the grades of standard length staves. They therefore recommended that no change be made in the present rule.

WALTER F. LITTLE, Leland, Miss.
Vice-President Slack Stave, Heading and Hoop Group

Their recommendation gave rise to a spirited discussion in which a variety of views were aired. Many of those present were of the opinion that some definite delimitation of permissible variation should be established at this time, and that cut-off staves be specifically mentioned in the grade rules.

In this connection, Mr. V. W. Krafft, of the Krafft Cooperage Company, St. Louis, said: "It is absolutely necessary that we put a limit on variation in cut-offs, because if we do not we will get into a lot of trouble later on. What is the variation to admit? We have to admit some variation—now, the point is, what particular variation will be practical? If we decide to allow one-quarter-inch shorter or one-half-inch longer, the man who is buying f. o. b. mill will know within definite limits what he is going to get, and he won't complain."

Mr. Henry G. Herget, of the Allied Barrel Company, suggested that the variation permissible should not be greater than that which can be worked off in a crozing machine.

At this point, Mr. N. W. Calcutt, of Dyersburg, Tenn., arose to say, "Gentlemen, it seems that some of you people do not appreciate the fact that staves ought to be equalized to make a proper package. The country mill is not in a position to equalize staves—generally have but one small cut-off saw, and when they equalize cut-offs, the stave is very wide at one end and very narrow at the other end. It is impossible for them to equalize staves exactly—you can't do it with one saw. Now their cut-off staves are sold very cheaply—practically at the price of the wood. The purchaser buys with the understanding that he is getting cut-off staves—a by-product—and they ought to be equalized at the cooper shop, as the country mill has no way to do this."

Mr. Herman Katz, of The Ozark Timber and Stave Company, endorsed Mr. Calcutt's views as follows: "I fully agree with Mr. Calcutt. I think that if we tried to regulate cut-off staves to a fine point we would be putting them into the class of regular sizes. The length of cut-off staves is rarely questioned by the purchaser—it is always accepted as a matter of fact that this stock is a by-product and the question of exact length is rarely raised. To be perfectly frank, I believe that the less we try to regulate the matter, the better off we will be, and it is up to the purchaser and the seller to arrive at a proper understanding."

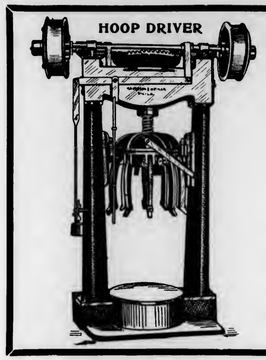
The recommendation of the committee that no change be made in the present rule was approved.

The third item on the report concerned the weight of 34 x ¾ KDJ & B staves, on which matter the committee had been requested by a member of the Association to name a specific weight, as the grade rules set forth only a representative weight of 2,700 pounds. The committee recommended that, inasmuch as they deemed it impossible to set a specific weight due to the variation of the grade of staves from various sections of the country, even when kiln-dried, that no change be made in the present rules. This recommendation was accepted without dissent.

The fourth item on the report was our old friend "the quantity of staves purchased." The trail of this knotty question leads back through the November convention, and all the way across the Canadian border to Walkerville, Ontario.

It appears that a certain large cooperage-consuming concern in Canada became embroiled in a controversy as to what constitutes delivery on a contract which they had placed for 500,000 staves, 4½-inch average. The puchaser contended that his contract called for the delivery of 500,000 staves, no more and no less, settlement to be made on the basis of 4½-inch average width, while the seller contended that he was obliged to deliver only 2,250,000 inches of material. A ruling was requested from the Association sometime last summer, and the matter was presented at the November convention for decision. It proved too complex a proposition for the solons gathered at the semi-annual meeting in Chicago, so the buck was passed to the Committee on Grade Rules and Specifications, with instructions to render a decision at this session.

The committee evidently found the subject loaded with dynamite, and they handled it accordingly—they very gracefully returned the compliment extended to them when they were given the assignment, by shifting the buck back to the entire group, and withholding any recommendation in the premises other than to place before the convention the legal opinion of Mr. G. B.



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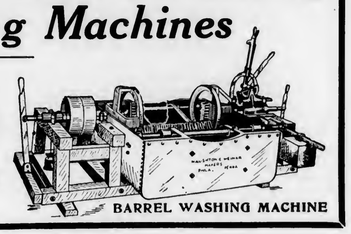
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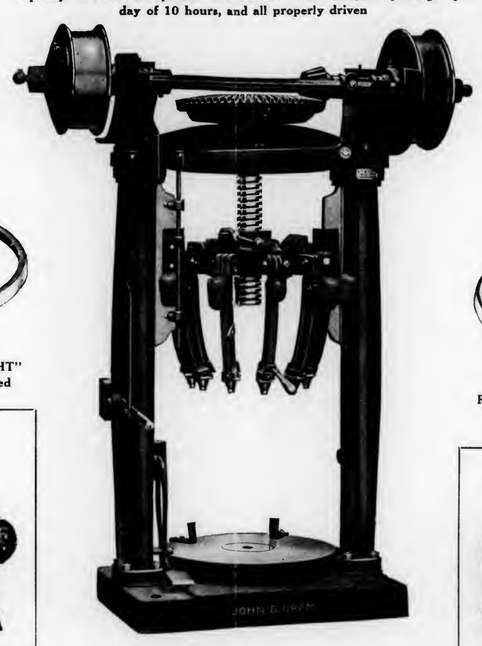

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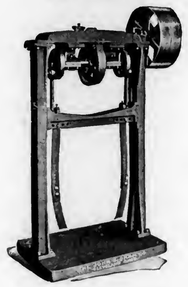

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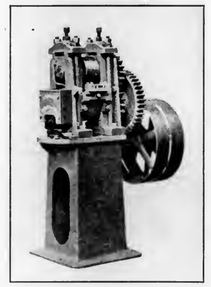

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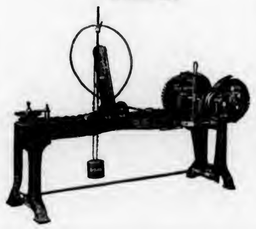

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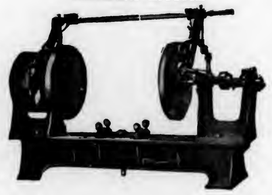

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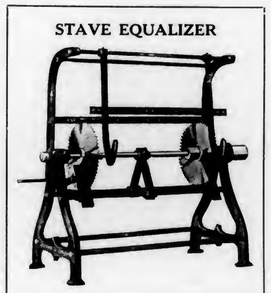

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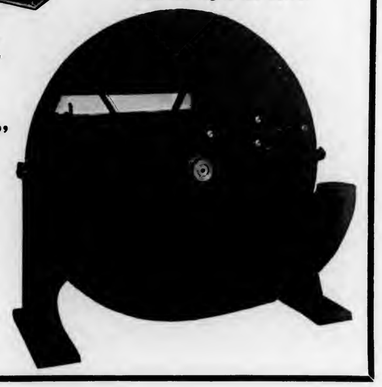

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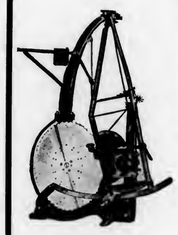

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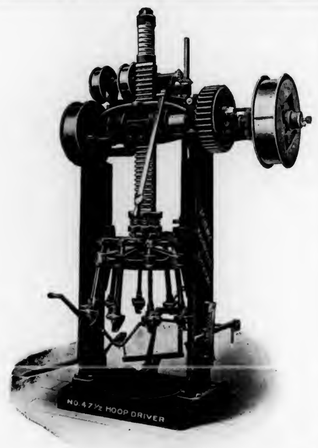

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Webster, the former attorney of the Association, which was as follows:

"In such a contract the mention of the 4½-inch has nothing to do whatever with the quantity sold, but is merely an element of the price; or, in other words, a feature by which the amount to be paid is determined to be due. What the purchaser bought was 100,000 36-inch staves, and the fact that he bought them on a 4½-inch-basis simply means that he is to pay on the basis of the indicated width. It does not mean that he has to take 100,000 net 4½-inch staves.

"This is the legal phase of the matter and what the court would instruct a jury if the question was submitted."

The subject having returned like an unwelcome stepchild to a hostile domicile, the meeting figuratively cleared its throat and prepared to dispose of it forthwith. It was attacked vigorously, both sides of the contention were defended and decried with fervor and force, but notwithstanding that the most spirited discussion of the entire meeting ensued, there was such wide diversion of views that no crystallization of opinion was achieved, and the matter of what constitutes delivery of 500,000 staves, 4½-inch average, still remains one of the riddles of the cooperage business.

The fifth item on the report was a recommendation by the committee that Section 9, Page 4, of the Grade Rules and Specifications, which specifies that pork staves shall be made of "white oak, red oak or ash, as agreed," be amended by the addition of the words "pumpkin ash not permitted." The recommendation was approved.

The last item on the report was a recommendation by the committee that the last paragraph of Section 7, Page 8, covering white oak oil barrel heading, which reads as follows: "Heading to be composed of not exceeding five pieces, except five per cent. (5%) of six pieces heading allowed, be eliminated, and in lieu thereof, the following specification be inserted: "Heading to be composed of not exceeding 25 per cent. (25%) of five pieces." This recommendation was also approved.

Following the awarding of the attendance prizes, which were won by Mr. Henry Krallman, of the Pioneer Cooperage Company, of St. Louis, who took the first prize of $10, and Mr. Henry G. Herget, of the Allied Barrel Company, who took the second prize of $5, the meeting was adjourned.

GENERAL SESSION

The individual meetings of the major groups of the organization having been completed on Tuesday, the general session of the entire Association was convened on Wednesday morning, with President Walker L. Wellford presiding. His opening address was as follows:

We are drawing to the close of another year of the existence of our Association, and at this time we find that the conditions in business are not what we expected to enjoy after the presidential campaign of last fall, as I believe we all expected that by this time everything would be running full.

I find upon making a very thorough investigation during the last 60 days that the poor business which we are experiencing is not confined to the cooperage industry. It not only covers all lines of manufacture, but almost all lines of merchandising.

Now when I say "poor business" and you look at the railroad car movement, it doesn't bear out the statement. This movement has been phenomenal, growing larger every month, and what we should say, instead of "poor business," is "over-production." We have more factories of all kinds than we need for our present wants, and every line of business is overdone, except, I believe, the doctors seem to thrive regardless of what happens, and we never get too many of them.

Now, I visited practically all the various centers of the country recently and have purposely studied this.

We will take steel, for instance, which is one of the largest industries that we have. I visited one large company and went through a number of mills. They told me they were running probably a little better than the average steel mill, and that their output was only about 65 per cent., and the worst part of it was that they were operating at a loss, as it was costing more to produce steel than they could sell it for.

The rubber industry is in exactly the same condition. Rubber tires and other rubber goods have fallen in price, and while there are just as many tires and just as many belts and other rubber articles being used, there are too many factories producing them. The consequence is that not many of the factories run full, and very few can make any money, because they are not able to operate in sufficient volume to take care of the overhead.

Take the lumbermen. They will tell you that their business is worse than that in any other line, and yet the volume of lumber moving is large, but there are too many people in the lumber business, and we have had *too* good weather for the best interests of the industry. I notice a report that the rainfall in this district (which probably controls the lumber market, at least the hardwood) was less during the past year than it has been as far back as they have had a Weather Bureau; in the month of April we had less than one inch of rain when we should have had at least five or six inches. We are short since the first of January 12½ inches, the past year 18 inches, of rainfall in this section, and that has enabled the lumber people to produce all through the winter months, and the consequence is they all have large stocks, and each one is solicitons of shutting down on account of overhead.

The leather industry is in the same boat—all shoe manufacturers say they have been losing money, simply because there are too many shoe factories operating.

The furniture and chair trades are the same. I differentiate between furniture and chairs, for as a rule the manufacturer of furniture does not make chairs. Neither one of these industries is busy, and yet the production is very heavy, as there are so many units producing.

I have talked with every one of these people and they will tell you business has fallen off, but when you question them closely they will admit that there is just as much business as there ever was, but that it is spread out too thin.

We have had these conditions before in the cooperage business—many and many times—when we first formed this Association in a meeting here in this hotel—when we felt that we were about at the end, and in a few weeks or a few months the conditions changed and we forgot the hard times, enlarged our plants and went ahead. The trouble now is we have more plants than we know what to do with. If we would run every plant, I don't know what we would do with the barrels.

Now you ask for the solution of that proposition, and I am not going to undertake to tell you there is a solution, although I expect there would be one if we knew where to find it. There are some things we can do to better the conditions.

In the first place, economy in the operation of our plants will give us a profit, or rather save a loss we might now be making. We should study this closer and closer to see economies we can adopt.

Another thing is, we have become pretty careless since the war and have been neglecting business. We have not applied ourselves as closely as we used to—we play more, we run around and play golf, ride in automobiles, and do lots of things we did not do before. I remember it used to mean 12 or 14 hours a day; nearly everybody expected to work that many hours. Now they do not work that way. The labor has come to eight hours. Even country mills which used to work from sunrise to sundown are now cut down to ten hours, and nine hours, and eight hours. And it is the same in our factories, and in our offices.

All this is true, gentlemen, and I believe we can all get better results if we give these things our attention.

Now, I think the cooperage business is on a sound basis; I think it is on a sounder basis than ever. I think the people who are making cooperage today are more

C. E. MURRAY, Decherd, Tenn.
Executive Committee Member, Slack Stave Heading and Hoop Group

reliable than they were in the old days. I think we all have a better understanding among us, that we are making a better barrel; I think you are getting better staves than you got several years ago, because they are being manufactured in a more businesslike way than they were formerly.

Now there is only one thing for us to do, and that is to keep our heads and not try to go in and do the impossible; don't think you can create a market by reducing the price. If people do not want staves they won't buy; no man can sell barrels by offering them at a lower price. I heard the other day of a manufacturer of barrels who has quite a lot of stock on hand, who sent telegrams out to five or six cities, some of them very remote, offering barrels at ridiculous prices, down to and below the actual cost of manufacture. He did not sell any barrels by doing it; he simply disturbed the market. When asked why he did it, he said, "I have a large stock of material. I could not sell the material, so I thought I would sell it in barrels." He has gained nothing whatever, because he did not create a market. The barrel is one commodity people do not buy an excess of; a man, when he does not want barrels, does not want them; he is not going to buy them and store them.

I think we should all study that condition very carefully, confine ourselves to our legitimate localities, and not try to enter the other fellow's market with lower prices to compel him to lose money, which in turn is going to force retaliation, and maybe all the barrels you sell will be sold at a loss.

I am very much pleased at the size of the convention that we have here this year; it is probably one of the largest, at least it compares very favorably with any other convention that we have any record of having, and so far as I know there have been no complaints as to accommodations or service, and that is a great pleasure to us.

I want to thank you people for coming to Memphis and I hope that you will come here again, and that the convention will meet at Memphis often, and that you will find it is beneficial to meet down here close to where the stave and heading people produce the material that is used by the cooper.

I thank you.

At the conclusion of Mr. Wellford's address, Association Secretary C. G. Hirt rendered his report.

SECRETARY'S REPORT

This is the tenth anniversary of The Associated Cooperage Industries of America, an institution founded for the purpose of promoting the cooperage business and to protect the traffic interests of its members. That it is serving its purpose well is evidenced by the interest taken by those in attendance here as well as their utilization of the facilities of the association in working out various problems confronting them.

What better way or method can be employed in arriving at the solution of these problems than through the agency of the association in having its members assemble in convention, and frankly discussing the conditions, etc., which effect the welfare of our industry. Here you have the means through the expression of opinions and experiences of men, who embrace the best talent within the industry, of securing the most intimate and valuable information concerning the business in which you are engaged. It, therefore, behooves of the varous subjects pertaining to the cooperage trade you to take an active interest in all matters presented for consideration and to participate in the discussions

that have to do with the conduct and prosperity of your business.

The Associated Cooperage Industries of America is a business institution, and since its organizaton ten years ago, it has accomplished much, not only for the benefit of those who, by their membership, have made it possible to carry on this work, but a great deal that has been of inestimable value to the industry. It has also been the means of rendering important service and assistance to the public in the furnishing of information and advice as to the proper and most economical containers to be used.

Each and every one of you can readily realize the chaotic conditions that would prevail in the industry and the many difficulties that would be experienced in transacting your business did it not have a national organization to promulgate and put into effect the grade rules and specifications covering cooperage material, rules governing sales and settlements, arbitration, and the valuable services rendered by the traffic, trade extension and inspection departments.

In this connection we might state that the efficient service and protection rendered by the traffic department is being recognized more today than ever before, and we are constantly receiving expressions of appreciation of the good work accomplished in behalf of the members and the industry. In this respect, it might not be amiss to refer to its success in combating increased minimum weights on coiled elm hoops proposed by carriers, as well as the numerous attempts of manufacturers of steel containers toward securing lower transportation charges on their product in competition with the wooden barrel.

Many of our members, no doubt, are familiar with W. T. L. Docket 6-A. This has been a constant menace; it being brought up continuously by carriers during the past eight years or more in an endeavor to increase the classification rating on cooperage in Western Trunk Line territory. Through the action of the association, and with the assistance and influence of our members, carriers have finally agreed to terms submitted, which should definitely dispose of this matter. (A detailed report will be rendered by the traffic manager.)

The association, through its Trade Extension Department has been co-operating with various industries and horticultural organizations in the interest of the wooden barrel, and in numerous instances its aid and advice regarding the economical packing of their products have been solicited, which were promptly given and highly appreciated by those seeking this information. It has been actively engaged in making an intimate study of the needs and requirements of different industries with a view of extending the patronage of our containers and various articles have been prepared as a result of these investigations for the benefit and information of users of barrels in these industries. The value of publicity and personal contact with patrons of cooperage cannot help but have a beneficial effect on the industry, in creating a more friendly and closer relationship, as well as a better understanding of the operations which have to do with the manufacture and cost of our product, thus eliminating erroneous impressions that have in the past prevailed among consumers with respect to cooperage marketing conditions.

One of the important activities of the association is the inspection service, which provides a means for an impartial inspection of material at point of origin or destination. Such of our members who have availed themselves of this service can vouch as to its usefulness in the amicable settlement of disputes concerning the grade and quality of the stock shipped. The inspector's official report not only clearly defines the conditions as found by him at time of inspection, but also provides a basis on which an adjustment can be made by the parties involved.

A trade association is an essential element to the promotion of business and serves a very useful purpose through its various activities in the advancement of the industry it represents. Trade associations are becoming more and more necessary in the effective organization of industrial society, as well as in the furtherance of the public's interest.

Your association is keeping in step with this progressive movement and is co-operating with the various governmental departments in all matters in which our industry is concerned. As example, our organization is represented on the special Advisory Board recently inaugurated by the United States Department of Commerce to investigate the problem of distribution with the view of ascertaining the most economical and safe method of packing and transporting American merchandise through the use of dependable containers, the object, of course, being elimination of the tremendous loss and damage experienced in transit and storage. Our committee has been compiling data on cooperage for presentation to the Advisory Board with a view of having it published by the government for the informaton of the shipping public. Another co-operative movement is the association's representation at the National Conference on Utilization of Forest Products, as well as on the Export Advisory Committee of the Lumber Division, Department of Commerce.

The cooperage industry is well fortified by an association that is founded on broad and progressive principles and should receive the support of every one engaged in the business.

It is gratifying to report that the trend of our association in this direction has been one of steady progress. Twenty new members have applied and been admitted to membership since the last May convention. This addition to our roll, in the face of existing business conditions is significant and shows what can be accomplished in promoting on the one hand an industrial organization of cooperage manufacturers, and on the other, demonstrating the value of co-ordination and concentration to individuals who have remained aloof from our benefits and influence until convinced of its worthy service.

In conclusion, it is also our pleasure to report that the association is resting on a firm and substantial basis; functioning through its various activites for the economic restoration of business and the cultivation of popular interest in cooperage. Armed with these basic fundamentals and coupled with your technical knowledge and business acumen, our industry is bound to forge ahead with a greater ability to solve the problems that have to be faced and to use its influence in the promotion of our members' material welfare.

C. G. Hirt
Who continues as Secretary-Manager of the Association

The report of the treasurer was next placed before the meeting, after which the report of the Traffic Department was rendered.

Mr. Wellford then arose and announced that Mr. Willard M. Davis, of the W. M. Davis Stave Company, Memphis, Tenn., had been selected by the Executive Committee as the president of the Association for the coming year. Mr. Davis was escorted to the rostrum, and acknowledged his induction into the official family in the following manner:

Gentlemen. I am very proud indeed of the fact that you have conferred the highest honor that you possibly could on me by selecting me as president of this Association, and I wish to assure you that I will put forth every effort in a sincere way to carry on your business and affairs in the best possible way. I sincerely request that you give me your individual support and co-operation, for I can not hope to accomplish much without them. If I can have them I will be thoroughly satisfied, and I assure you that to the limit of my ability I will do everything possible toward forwarding the interests of this Association, both individually and collectively.

The formality of presenting the new president of the Association having been completed, the report of Field Representative Andrew C. Hughes was called for.

TRADE EXTENSION REPORT

As far as resources would permit, the Trade Extension Department has pursued a steady alignment toward one particular goal. That goal is more and more to awaken the interest of container-using industries to the efficiency of wood barrels as shipping containers. This endeavor can serve no better purpose than to demonstrate to your customers the coincidence of many observations, the raw materials and tools with which our industry works, its production methods, and the achievements made in theory and practice to produce containers that meet public approval and at an established standard.

In all of the various phases connected with this expansion work there is no single feature more imperative than to meet requests for authoritative information which will enable those interested in wooden barrels to gain a better knowledge of their practicability, convenience and advantages over other types of containers. Obviously, the burden of supplying the right kind of informative material to container users and container bureaus, trade papers, the press and the public, rests with the industry itself. Although our activities since the last convention could not in the nature of things achieve full momentum owing to reasons given in the opening words of this report, our trade extension informative service has continued to gain a wider acceptance in trade bulletins supplied to secretaries of national and State associations, to trade papers and the press, in written articles which set forth authentic and well-substantiated data involving the use of wooden barrels by various industries.

In the use of this vehicle for the advancement of cooperage preferment it has been our policy to present our claims in a reliable, comprehensive and acceptable way, and without prejudice, depicting the productive and quality phases of the industry solely on the basis of news value.

Speaking with an experience that shows the way, the need of publicity for the education of the public on container equipment has now become a self-defense duty of the cooperage industry. Stimulated with a purpose to make inroads into the cooperage business, every substitute competitor is seeking to promote a better understanding of their output and is constantly issuing circulars, bulletins, pamphlets and even admirably printed text books to assist the public in its quest for knowledge.

To circumvent this propaganda and to establish cooperage service in the confidence of those seeking truthful barrel information, it is reasonable to believe that our addresses on cooperage, delivered by invitation at trade conventions, gatherings of container users and before groups of industries that offer profitable cooperage markets in compact selling fields, have served to better acquaint those interested with the identity of the cooperage industry and have offered exceptional opportunities to drive home with increased effectiveness the usable facts concerning wooden barrels and their application.

In stressing one vital factor in the success we have had in maintaining and regaining cooperage markets in the apple-growing industry, it may be permissible to state that three years ago, on taking this position, I found among fruit growers generally, a feeling of downright apathy toward slack barrel usage, due entirely to war-price conditions, over which this branch of the industry had no control. At the outset, much of our effort to remove dissatisfaction was discredited. We were frequently challenged in our endeavors to extol cooperage advantages over substitutes, and no figures proving our statements correct had any effect on this attitude. It is gratifying to state that this feeling has gradualy been eliminated and in its place has come a confidence in what we have to say. It would have been difficult to create this confidence without the aid of personal contact and wide-spread publicity—publicity that frankly discussed for the fruit industry's benefit the economics of wooden barrel usage, the circumstances attending the abnormal economic condition prevailing in all manufacturing industries which brought about the high-price period, and to make known in a positive way that the policy of our industry at all times is to establish and maintain sound, ethical and sympathetic business relations with its customers.

While discussing the advantages of wooden barrel usage before conventions and groups of industries has been a distinct contribution to the education of users of wood barrels, our efforts to focus an interest in the really vital significance of barrel technology by actual demonstrations have contributed in no small degree a wide appeal to technical men. In our opinion, there is no more effective way in which the cooperage industry can stimulate patronage and secure new business than by the coming together of these two vital factors in production—the maker and the user of cooperage products. Meeting your potential and actual customers face to face at seven trade expositions with a visible display of various types of cooperage, and proving to them that the cooperage industry is continually striving on the whole to devise better, cheaper and more dependable containers for packing, shipping and storing their products; that it is constantly co-operating in every way with container bureaus, the Interstate Commerce Commission and its advisory agents in the practical solution of ordinary as well as hazardous packing and transportation problems in which the cooperage industry, the commission and the shipper have a common concern, can not but bring about better understanding and accord.

As was reported at the last semi-annual convention, invitations to address and show our barrel motion film to the local units of paint, oil and varnish clubs and the various local units that are affiliated with the National Association of Purchasing Agents, came to us from the general officers of both these organizations. Since that time a general bulletin has been sent out by the secretary of the latter association, advising members of our readiness to appear at meetings when in their locality. As a result of this bulletin we have received cordial requests to show our film and address local units at Cleveland and Pittsburgh in the near future.

We have already attended and addressed one of the local units of Paint, Oil and Varnish Clubs, at which our subject was featured as the principal attraction of the meeting—results proved that it was, not only in a full attendance and general interest taken in our description of the various types of barrels that are successfully used in these industries, but by a general all-round cooperage discussion indulged in by many, which brought out the efficiency of wooden barrels over steel drums for oils and naval stores.

Prepared carefully, presented right, cooperage data does more than advertise—it serves the user. As a rule it is necessary to offer more information than is contained in the ordinary cooperage specifications and literature than is given out by us at meetings of this kind. We have found out long ago that trade extension is not a question of following a precedent because of numerous questions being asked and advice solicited that refer to details which have a distinct bearing on the durability and efficiency of barrels under the particular conditions they are used. Character of materials are thoroughly detailed, suggestions as to methods of packing and even methods of loading in cars have been given as a help in showing the way to get the commodity to destination in good condition, all of which are beneficial to users and show a spirit of good will on the part of the cooperage industry.

In view of the increasing emphasis placed on the importance of protection against loss and damage in domestic and foreign shipments of American merchandise by the Bureau of Foreign and Domestic Commerce, the American Society for Testing Materials, the Departments of Commerce and Agriculture, the Freight Container Bureau, and the co-operation of these agencies with many trade associations and specific industries in testing and studying the construction of different types of containers and the dissemination of information about them, renders it imperative for the cooperage industry in its own business interest, to be ever in contact with the problems they seek to solve, particularly with reference to wooden barrel construction and their general utility.

It is our belief that at no time in the history of the industry could the work of a publicity department be more beneficial than now—no time when the public mind will be more receptive of the facts regarding the superior qualities of well-made containers to carry merchandise. Therefore, the industry's greatest effort at the present time should be directed along the line of furnishing shippers and users of cooperage with fundamental facts concerning the construction of wood barrels, their use in a myriad of industries and their performance under normal and hazardous transportation conditions.

The conclusions that emerge from this report should be self-evident that trade extension can be made a vital force for the benefit of the industry as a whole, and that in the final analysis the department is a successful instrument in popularizing wooden barrels that are sold, not in competition with substitute containers, but for their superior and intrinsic value.

Mr. Henry G. Herget, who represented the cooperage industry on the National Committee on the Utilization of Forest Products at a recent meeting in Washington, then gave a brief resumé of his activities in that connection. He spoke as follows:

Mr. President and men of the Association: It was quite an inspiration to attend the meeting in Washington; I really was surprised to see the interest taken. The meeting was called at ten o'clock, and everybody stayed until adjournment; the papers were well read and received the strictest attention.

I am sorry to say I have not prepared a paper. It might seem like sarcasm, but I have been busy in the utilization of excess cooperage plants; we are working along the line of reducing the number of them. I hope we have succeeded in one instance, at least, and if we have, that other people and territories will follow, and by the elimination of excess capacity, both with the coopers, stave and heading mills, we will get down to where we can take care of our requirements and not have excess capacity, on which we are paying taxes, insurance, interest on investment and depreciation. When we do that we will get our business in a much healthier condition.

Another matter of elimination, we might say, is the steel barrel. I want to quote you for the edification of the stave people, what the barrel people make of the stave business:

In January, 1924, 29 concerns made 307,189 steel barrels.
In January, 1925, 30 concerns made 420,127 steel barrels.

There is an increase of 113,000 barrels in one year. Now, if you multiply 113,000 barrels by 20 staves you get something like 1,000,000 staves that these steel barrels have replaced.

When Mr. Herget had concluded, President Wellford, who represents the Association on the National Wood Conservation and Utilization Committee, rendered an explanation of the aim and object of the work which this committee is undertaking. He stated that it was composed of representatives of practically the entire range of wood-using industries, and that the program outlined for it consisted of both practical and scientific research and investigation along the lines of devising or evolving ways and means for the most efficient utilization of the products of our forests, from the roots to the topmost branches of the trees.

Embellishing his explanation with concrete and specific examples of the problems which the committee will endeavor to solve, he added that the expenses involved would necessarily have to be defrayed by voluntary subscription, inasmuch as there was no governmental appropriation available for this work. The fund has been started by a donation of $25,000, which was subscribed by an unidentified public-spirited citizen, and it is expected that each interested industry will contribute proportionately to the total amount necessary to be realized. Mr. Wellford further stated that he had tentatively pledged the financial support of the Association to the movement.

The subject of departed members of the Association was next introduced, and by unanimous sanction the Resolutions Committee was instructed to draft resolutions of condolence to be forwarded to the families of Mr. E. H. Defebaugh, Mr. Herman Groepper, Mr. A. J. Toland, Mr. Chas. Hudson, Mr. Lucas E. Moore and Mr. Joseph A. Winterbotham, all members of the Association who had passed to the Great Beyond since the last convention.

The drawing for the attendance prizes was then held, and the results announced. The lucky individuals were Mr. W. S. Peel, who received first prize of $10, Mr. W. M. Dumph, who was awarded second prize of $5, and Mr. L. J. Pott, who won third prize of $2.50.

All business before the meeting having been disposed of, a motion to adjourn was put and carried, thus bringing to an official end the Tenth Annual Convention.

Andrew C. Hughes
Trade Extension Representative

THE BANQUET

The Memphis members of the Association, exhibiting the generous hospitality for which the South is famed in song and story, discharged their duties as hosts to the Convention in such manner as to uphold the traditions of their native heath, and to earn for themselves the sincere appreciation of their guests.

On Tuesday evening, the spacious dining room of the Gayoso Hotel housed a dinner and entertainment that was an epicurean and vaudevillian treat. A soul-satisfying meal of distinctly southern architecture, aided and abetted by a program of divertissement of metropolitan standard, was presented to the approximately 300 scions of cooperdom who were seated at the tables. Backwoods and city appetites were both thoroughly satisfied with the viands provided, and the really excellent vaudeville show which was staged during the course of the dinner contained numbers appealing to every shade and variety of taste.

The occasion was thoroughly enjoyable and was unanimously acclaimed as one of the most pleasurable events in the history of Association banquets.

SNAP-SHOTS OF THE PERSONNEL

The Katz brothers, "Dave" and Herman, were among the entries early at the post. Their registrations were made on Monday, and their departure was delayed until the last horn was blown. Since they joined the Association they have set a consistently good example of regular attendance at the meetings, and whole-hearted support of Association movements.

The Jacobs family, "K. W., Sr.," and his three wide-awake sons, Roy, Burleigh and "Ken," were there in all their glory. The cooperage business and the sovereign State of Wisconsin both receive worth-while advertising when the Jacobs cohorts swing into action.

Fred J. Brunner was very active on the convention floor distributing "bung"—not "bunk"—information in the interest of the U. S. Bung Mfg. Co. "Fred" is climbing into the class of veterans whose attendance records appear unbroken over the past few years. His enthusiasm in association support, and his inspiring faith in the goods which he sells is edifying.

Walker L. Wellford, who relinquished the president's chair at this meeting, and who as a leading Memphian enacted the role of major host to the convention, had his customary affable and agreeable manner on display throughout the three days of the session. His double duties kept him constantly on the move, but he discharged his obligations, both social and official, in his usual efficient manner.

"Max" Lowy came up from New Orleans to give personal representation to the interests of the Kern Co., Ltd. "Max" is one of the real old guard of the industry, and the genuine cordiality which was apparent in the greetings extended to him by the majority of those present attested the esteem in which he is held.

T. J. Nash and H. F. Nelson were standard bearers for their organization, The Ozark Company. The "Deak" was his usual genial self, smiling of countenance and impeccable of dress, and even more popular than in the days gone by. He was honored with a post on the Executive Committee of the Association, and his new job is certain to receive 100 per cent. attention. "Nelse" bustled around in a business-like way—probably on the trail of an elusive order.

Frank Scherer was one of the Detroit entries, and he was in evidence from Monday until the close of the sessions. He still retains his breezy and cheerful manner, and his popularity grows with each succeeding year. Frank's firm, Henry Wineman, Jr., is ably represented when he is on the job.

"Eddie" Voll, from St. Louis, rattled in from the Missouri metropolis on Sunday night. He beat the balance of the St. Louis delegation by 12 hours or so—probably didn't want his rest disturbed by the click of the bones on the "Crap-shooters' Special." Only some major catastrophe such as a flood, earthquake or serious personal illness can prevent "E. P." from affixing his name to the convention registrations. He has already set a high mark in attendance and activity for the other boys to shoot at.

A. F. Deneke, the energetic and efficient director of the cooperage operations of the Himmelberger-Harrison Lumber Co., took a few days off to foregather with the other boys at Memphis. He is fast gaining recognition throughout the trade as one of the coming leaders in the industry.

W. W. Roberts took a fast train out of Little Rock (they are not *all* slow trains through Arkansas) and landed among us early on Monday. He wended his way about the floor acknowledging innumerable hails from his host of acquaintances who were present. He is a "regular" and carries a fund of sage advice on the cooperage business which can be had for the asking.

C. E. Murray, who is acknowledged as the leading citizen of Decherd, Tenn., trusted his cooperage interests to the management of his plant "super," and signed up at the Gayoso on Monday morning. He and his stalwart son, "R. O." who arrived on Tuesday morning, nodded and smiled to their host of acquaintances in the lobby and in the meeting rooms. The Murray dynasty is destined to a long reign if the future can be predicated on present popularity.

The Frazier interests had goodly representation in the personnel of Guy Frazier, Frank Wright, R. S. Clark, C. T. Tompkins and S. F. Hurt. This is a business-getting line-up, and it is a safe bet that there was not a prospect at the convention who escaped the attention of one or the other of these boys.

William G. Tyler left Baltimore to its own resources and took an overland flier to Tennessee. "Bill's" attendance was purely in the interests of the good of the industry, but it is just possible that the Kimball-Tyler Company was made a party to a few deals negotiated on the convention floor.

"Gene" Graham, who is accorded the distinction of being one of the biggest citizens, both literally and figuratively, of Jackson, Miss., had a smiling army into the melee, bent on forcing recognition of the fact that the Graham Stave & Heading Company is one of the leading concerns in the cooperage business. "Gene's" personal armament consists of a cheery disposition, a jovial personality, a broad sense of humor and a fund of up-to-the-minute stories. There is little doubt but what his expedition attained its objective. He was ably supported by G. O. Wymond, W. E. McCarmack, G. B. Franklin and J. R. Shields, each one of whom rendered yeoman service in the common cause.

"Nick" White came over from Louisville in conformity with his usual custom of going anywhere under the sun to a cooperage convention. It is probable that the only time the Louisville Cooperage Company's genial president will miss a convention is when they hold it on the same day on which the Kentucky Derby is run.

"Tom" Walsh, equipped with his well-known rubber-tired cheaters, pushed his way through the throng for three days. "Tom" is more or less out of a job now, inasmuch as his tenure of office on the Executive Committee expired with this session. He can point with pride to his official record of the past two years, and he retires to the ranks conscious of a duty well discharged.

George Wilson deserted Saginaw, Mich., and checked in with the boys from the North on the opening day. Attending cooperage conventions has become a habit with him—a habit which has been of material benefit to the organization. He is one of the members whom we have grown to "expect" to see before we leave home, and he can always be depended upon to give wholehearted support to any progressive movement launched by the organization.

"Tom" Walbert is another one of the regulars who was in attendance. Some of the conventions are held a long distance from Batesville, Arkansas, but "Tom" usually manages to be in on the sessions. "Tom's" wide knowledge of cooperage affairs and his native intelligence constitute an equipment that makes his counsel of great value in discussions pertaining to our business. He enjoys a well-deserved esteem at the hands of every one in the trade.

George Nervig, "Bill" Mead, Alvah Teachout, A. E. Botsford, H. E. Van Sickle, J. M. Mitchell, W. C. Sutton and E. G. Schroeder did their individual and collective best to promote the interests of the J. C. Pennoyer Company. What this delegation lacked in numbers (the Pennoyer entourage usually appears in greater force) they made up in "pep." George Nervig, sartorially correct and as urbane as ever in his life, set the pace for his followers in affability, cordiality and enthusiasm, and any money that is wagered at any odds that the J. C. Pennoyer Company got their full share of what business was done at the convention is a cinch bet.

A. B. Struthers and G. A. Ziegler carried out their established custom of being on hand at every cooperage convention. Seems as though a meeting would not be complete unless "A. B." and "G. A." were both there. They are acknowledged as two of the strongest pillars of the industry, and are given general recognition as being among the ablest men in the trade. Both bring a fine intelligence to bear on problems confronting our business, and their whole-hearted support of the organization is listed as one of our distinct assets.

"Ben" Colwell took the long jump from New York, spending two nights and one day on the train, to swell the attendance. He was accompanied by the inevitable pipe which is part of his standard equipment. "Ben's" belief in the benefits of association for the common good is amply attested by his indifference to the hardships of

the extra-long journey which he was forced to endure to reach Memphis. His representation of the Colwell Cooperage Company was aided and abetted by L. S. Campbell, who rendered noble assistance to his chief in strengthening the prestige of the Colwell organization.

M. C. Smith, the dynamic director of the Queen City Hoop Company, hummed about from pillar to post and from room to room, greeting old acquaintances and making new ones. "Milt" enjoys a popularity with the boys that is kept at top notch by reason of his pleasing personality and open and affable manner.

"Jim" Donaldson, modest and unassuming, ambled his friendly way back and forth and hither and yon on the convention floor. "Jim" doesn't carry a brass band for advertising purposes, and his placid exterior gives no hint of the high-powered thinking mechanism that operates under his hat. He knows cooperage from "A to Z," frontwards, backwards, criss-cross and cati-cornered, and when he takes it upon himself to speak out in meeting he always has something worthwhile to say. The industry is the gainer in possessing men of "Jim's" type.

Henry Krallman, the indefatigable association worker, put on his specialty for the edification of those who are inclined to "let George do it." Henry is always ready and willing to sacrifice any amount of time or trouble to the common good, and he is one of the most energetic and unselfish laborers in the common cause that the organization has on its roll.

Thomas M. Gregory spent three days telling the boys that the Hanlon-Gregory Galvanizing Company, Pittsburgh, Pa., has the best equipped plant in the United States. "Tom" was not stretching the truth in this matter, because his company *is* one of the leading organizations of its kind in the country. His convention attendance record is beginning to assume the "regular" aspect, and he is approaching the class of "old-timers."

O. T. Steudle, the skipper of the Mill Shoals Cooperage, wharfed into dock on Tuesday morning and immediately embarked on a hand-shaking tour in the lobby. "O. T." had a lot of this to do, and the job was not fully accomplished when the convention adjourned—this is the penalty exacted by popularity. A courteous, affable manner, in combination with a four-square business policy, will make a lot of friends throughout the cooperage industry, and this, no doubt, explains the length of time "Oswald" spent in acknowledging greetings.

E. A. Powell, the grand vizier of the Powell Cooperage Company, skipped about in his inimitable, blithesome fashion exuding cordiality and good cheer. "Tom" has three hobbies which he rides consistently—Powell Cooperage Company, the Association and "gowf." During the convention he denied himself the pleasure of pasting the pellet and concentrated on turning a few deals for his company, while at the same time giving adequate attention to Association matters. Being a registered citizen of Memphis, he also added to the *eclat* of the occasion by conducting a few parties of "furriners" to various points of interest in his home town.

F. C. Gifford, the Pooh-Bah of the Acme Steel Goods Company, indicated the importance of the cooperage patronage of his line by personally gracing the convention floor. Fred knows practically everybody in the business, and *vice versa*, practically the entire roster of the trade—at least, those who have attended our conventions of the recent years—know him. His suavity, earnestness and general all-around friendliness make him a popular figure.

H. L. LaNieve had only to cross the street from the office of the Cate-LaNieve Company to register at the Gayoso. However, it's a long, long time since any list of convention attendants, irrespective of the city in which the meeting was held, failed to carry Harry's signature. His quiet, effective personality does not fit him for the role of a cut-up, and his retiring disposition prohibits his posing in the spotlight, but the earnestness of his support of the Association and his entire willingness to join enthusiastically in any movement for the common good is indelibly inscribed on his record in the trade.

W. K. Knox, the widely-known president of the Lucas E. Moore Stave Co., grasped the occasion to exchange views and opinions with the balance of the trade. "W. K." is one of the big men of the industry who firmly believes in the trade organization idea, and who has never hesitated at any time to shoulder his full share of the burden of performing the unremunerative tasks which are constantly forced upon the acknowledged leaders of Associations such as ours.

"Newt" Calcutt, of Dyersburg, one of the real pioneers of the industry, was also present to see what was to be seen and do what was to do. "Uncle Newt," who can speak from the depths of a life-long experience in "gittin' out" staves, thrives on argument, and has for years been in the thick of every serious debate that has developed in any of our conventions. His assertions are always founded on hard, practical common sense, and the keen brain that functions under his snow-white hair can conjure up arguments that usually flabbergast the brash youngsters who take issue with him on the fundamentals of manufacture and marketing.

W. F. Little declared a holiday at Leland, Miss., and took the journey to Memphis to participate in the fight. "Walt" had no idea when he left his home environs that he would return with an added dignity to parade before his fellow citizens. As vice-president of the Slack Stave and Heading Group of the Association, which honor the members of this branch of the organization thrust upon him despite his ardent protests, he will be entitled to an extra "shot" of corn "likker" at the next annual picnic of the Leland Chamber of Commerce.

"Vic" Krafft was here, there and everywhere—hand shaking, yelling hellos, acknowledging greetings and having a general busy time. "Vic," strange to say, had no official duties to perform at this convention, but he was as busy as a one-armed paperhanger disseminating the dope anent his newly-launched enterprise, the Krafft Cooperage Co. His enthusiasm, "pep" and innate ability will no doubt prove an asset of inestimable value in achieving the success as a producer which he has set for his goal.

"Steve" Lemon refused to patronize the railroads on this trip—he cranked up the old teapot and flivvered in, arriving early Tuesday morning. A 24-hour drive is a matter of no consequence whatsoever to the sturdy "Steve," and he affixed his name to the register with a steady fist. Must be that the fountain of youth is located in Monroe, La., as "Steve" hasn't added a day to his age in the last ten years. He is one of the notable old-timers in the trade, and his advent on the floor was the signal for a session of the "founder's club" and a general melee of hearty handshaking and greeting.

W. M. Davis, the admirable Willard, was a marked man. He was burdened with work and with honors, but he stood up under the ordeal in splendid shape. All the "last minute deciders," taking full advantage of the fact that he lives in Memphis, wired Willard to secure rooms for them, and banking on his complaisant disposition simply passed him the "buck." Notwithstanding the fact that there were three other conventions in town and that hotel accommodations were scarcer than feathers on a fish, the laddy-buck wheeled into the job and made good with a crash. Not a single one of his "dependents" went to bed on a park bench. His earnestness and zeal in the promotion of the industry, his willingness to work unselfishly and his inspiration as a leader were recognized by the convention in his election to the presidency of the Association—a move upon which the organization is to be heartily congratulated.

H. R. Huntington, of the Sandusky Cooperage and Lumber Co., was conspicuous in the lobby, mingling with the other members of the trade and passing from group to group on the floor. His tall, dignified figure was also noticeable in the various meetings of the coopers' group, of which he is vice-president. "H. R." attends them all, and always gives his unswerving support to progressive legislation.

E. C. Morrison didn't have to leave town to attend this convention, as he directs the activities of the Morrison Hoop & Lumber Company from Memphis. "Eddie" further added to his popularity by the cordial hospitality which he extended to the out-of-towners in the effort to make their visit to his city pleasant.

W. S. Peel trekked in from Lake Village, Arkansas, and deposited his bags at the hotel on Monday. "W. S." was there to tell the world that the hoops that J. M. Peel & Brother manufacture are just about the snappiest article that ever adorned a barrel. From the way the boys agreed with him, it is evident that his vehement assertions must have borne more than a modicum of truth. If ye scribe ever goes in for the manufacture of barrels, we most certainly will give the Peel product a try.

The Wunderlichs—Geo J., C. Geo., W. C., Albert and Alvin—were all there. It looked something like a family reunion, as one or the other of the boys were always under your eye no matter which way you glanced. Every convention sees the Wunderlich representation out in force, and that order of things will probably prevail as long as they are in the cooperage business.

W. A. Watts flew the gonfalon for Chess & Wymond Company, Louisville, and he performed his representative offices with *eclat* and *finesse*. "Bill's" avowed purpose in coming to the convention was to greet his old friends and to make new ones, and he carried out his program with energy and enthusiasm. He mingled with the boys on the floor and throughout the hotel, and was almost constantly the center of a group of attentive listeners while he retailed a series of amusing anecdotes which were new to his auditors. His whereabouts could invariably be determined by locating the source of the loudest guffaws of hilarity that echoed through the hostelry.

C. F. Buchele, of the Gideon-Anderson Company, St. Louis, checked in on Tuesday morning. He fraternized in his friendly fashion with the rest of those present, and added strength to the already fine impression that his previous activity in the trade had created. His fraternizing, however, was not carried on at the expense of missing any opportunities to turn an item of business. "Buck" is now indissolubly wedded to the cooperage business, and the fund of information which he possesses concerning it, together with the keen intelligence with which he can discourse on the subject, would lead one to believe that he was reared in a stave mill.

H. G. Herget, who is known throughout the entire country as one of the eminently successful men of the industry, attended the sessions as the representative of the Allied Barrel Company. His prominence in the industry was recently recognized by his appointment as a member of the National Committee on Utilization of Forest Products, an interesting account of the activities of which body he rendered before the general session.

N. F. McGowin, of the W. T. Smith Lumber Co., Chapman, Alabama, presented himself at the registration desk on Tuesday morning. "N. F." is one of the younger men in the industry who is destined, should he elect to stay with us, to eventually climb to leadership in our ranks. He has every qualification of intellect and every attribute of character necessary to success in the business world, and he is the type of man upon whom the future prosperity of our trade must necessarily be built. His pleasing personality is gaining him favor in his constantly broadening circle of acquaintances in the trade, and his steadily increasing interest in cooperage argues well for his future in our field.

J. L. Reinschmidt, of Quitman, Ga., swelled the list of old-timers who were present. "J. L." hasn't missed a convention since the year of the big wind, and it is entirely probable that the first one that he will miss will be on the occasion when he is physically unable to make the riffle. Quiet and self-effacing, he stages no sort of show designed to impress his presence on casual standers-by, but he is a consistently loyal supporter of Association principles and a believer in organized endeavor, and part and parcel of the backbone of the industry.

"Dan" Burkhartsmeier, of Chicago, placed a subordinate in charge of his busy cooperage plant and utilized three days of his vacation to be with us. "Dan" is an institution in the trade and has probably made as many barrels as any other cooper who ever lived. His presence at every convention proves his continued interest in the organization, and sets a fine example to those of our members who are inclined to look upon Association activities with only casual interest.

J. S. Fields, leader of Dyersburg society, canceled a "tea dansant" date and hurtled out of town on a fast train so as to reach Memphis on Monday morning. "Johnnie" leads the cheers for the Fields-Latta Stave Company, and as a cheerleader he is a whooping success. Everybody in the trade likes him, and attending a convention is tantamount to a reunion of old friends for the genial John.

John E. Hoban came down from Cincinnati to represent the ancient and honorable house of Hoban. "Jack" wore his usual smile and radiated good cheer and amiability. Good business or bad business, you can depend on him for a cordial greeting and a wholesome handshake. He grew up in the cooperage business, and it is a rare occasion upon which he has to be introduced to any one at a cooperage convention.

J. J. Andre wheeled in from Chicago with the rest of the boys. "Joe" was in his usual good humor and circulated about giving and receiving greetings at a rapid rate. His firm, E. Henning, Inc., is one of the pioneer cooperage concerns in the country, and "Joe's" long association with this organization has given him a circle of acquaintances which is second to that of no other man in the trade.

L. J. Pott, who is solely and exclusively responsible for the prominence of the Pascola Stave Co., sauntered around with the air and manner of one who is perfectly at home. "Louie" certainly has every right to feel comfortable at a cooperage convention, inasmuch as he has been a regular patron of these "shindigs" since the time when the memory of man runneth not to the contrary. He was escorted by that whimsical jade, "Lady Luck," who helped him to cut down his general overhead to the extent of two simoleons and four bits, which he drew as a prize in the attendance drawing of the general session.

B. B. Halstead, the directing genius of the Farmers Manufacturing Company, of Norfolk, who is acknowledged to be one of the most practical cooperage manufacturers of the East, was one of the leaders of the open discussion which took place in the peppy meeting staged by the slack branch. His strong advocacy of a standardized system of cost accounting was largely responsible for the try-out which the slack coopers decided to give it.

Galvin Hudson, of the good old firm of Hudson & Dugger Company, was one of the prominent Memphis coopers who took a large part in the convention activities. His irradicable smile and his inextinguishable good humor were evident throughout the proceedings, particularly during the banquet, and the gusto which characterized his vocal efforts in the mass singing was notice to all and sundry that he was having a "helluva" time.

"Mack" Morris, the dean of the Harlan-Morris Manufacturing Company, slipped over from Jackson, Tenn., for a talkfest with his cronies among the "vets." The "Colonel" is a personage of many pursuits and multitudinous interests among which cooperage, which was his first love, engages the greatest part of his attention.

A. C. Hubbard, of Syracuse, New York, came all the way down from the top of the Empire State to look things over for the Solvay Process Company. He found a lively and interesting convention in progress, and a wonderfully fine bunch of men to mingle with, and it's a lead-pipe cinch that he carried away a splendid impression of the personnel and the progress of our industry.

THE OFFICIAL FAMILY

President, W. M. Davis, Memphis, Tenn.

Slack Stave, Heading and Hoop Group

Vice-President, Walter F. Little, Leland, Miss.

Executive Committee:

T. J. Nash, St. Louis, Mo.
C. E. Murray, Decherd, Tenn.

Tight Stave and Heading Group

Vice-President, N. W. Calcutt, Dyersburg, Tenn.

Executive Committee:

A. H. Wrape, Paragould, Ark.
M. L. Sigman, Monticello, Ark.

Coopers' Group

Vice-President, H. R. Huntington, St. Louis, Mo.

Executive Committee:

S. C. Nancarrow, Texarkana, Tex.
E. J. Kahn, Peoria, Ill.

Department of Commerce Releases Statistics Covering the Cooperage Importations of Foreign Countries

The Bureau of Foreign and Domestic Commerce of the United States Department of Commerce has recently released a compilation of statistics setting forth the cooperage importations for the year 1923 of a representative list of foreign countries. The data was compiled by Alice Marlowe, Lumber Division of the Bureau of Commerce, from figures taken from the customs statistics of the countries represented in the list. In some cases a differentiation has not been made between rough and finished staves or between staves and finished cooperage, and therefore no attempt has been made to give a total for either class. The figures do, however, give a comparative indication of the importance of the various stave consuming markets, and set forth to an approximate degree the relation between the total importations and that amount furnished by the United States.

The units of quantity used are kilos which equal 2.2046 pounds, metric tons which equal 1,000 kilos, loads which equal 50 cubic feet, and cubic meters which equal 35.3 cubic feet.

Country	Item	Unit of Quantity	Imported from United States	Total Imports
United Kingdom	Staves, all dimensions	Loads	4,484	84,299
France	Staves	Metric tons	22,472	52,789
Spain	Staves	Metric tons		14,733
Norway	Staves, rough	Cubic meters		20,218
	Staves, finished	Metric tons		169
Netherlands	Staves	Metric tons	682	6,483
Germany	Staves and heading, rough	Metric tons		5,973
Greece	Staves, heading, hoops	Metric tons		5,234
Italy	Staves	Metric tons		3,359
Austria	Staves, rough	Metric tons		3,228
Switzerland	Staves, rough	Metric tons	29.5	2,785
Finland	Tub staves	Metric tons		886
Sweden	Staves and heading	Cubic meters	4	1,755
Canada	Oak staves, rough	Thousand	5,829	5,907
	Other staves	Value		$93,215
British West Indies	Shooks, staves and heading	Value		$410,000
Chile	Staves, rough	Metric tons	53	53
Venezuela	Staves	Metric tons	16	16
China	Shooks	Value	$315,000	$590,000
Hongkong	Staves and shooks	Value	$21,000	$93,000
Philippine Islands	Staves	Value	$38,879	$39,000
Union of South Africa	Staves	Number	131,321	137,549
France	Barrels	Metric tons		7,618
Spain	Cooperage, set up or not	Metric tons		4,539
Norway	Casks and other cooperage	Metric tons		194
Netherlands	New cooperage	Metric tons	110	1,185
Germany	Barrels finished shooks, etc.	Metric tons		342
Greece	Barrels and shooks	Metric tons		862
Italy	Cooperage, new and old	Gallons capacity	1,487,000	4,500,000
Austria	Barrels and other cooperage	Metric tons		1,075
Yugoslavia	Barrels and shooks	Metric tons		2,848
	Vats, tubs and shooks	Metric tons		25
Switzerland	Barrels and shooks	Metric tons	27	84
	Vats, tubs and other	Metric tons		85
Belgium	Cooperage	Metric tons	5.8	2,725
Finland	Cooperage	Metric tons		19
Sweden	Cooperage and finished staves	Metric tons		24
Poland	Cooperage	Metric tons		638
Canada	Barrels	Number	129,313	135,142
Cuba	Barrels and hogsheads	Metric tons	10,551	13,767
Panama	Barrels and tanks	Metric tons	21	21
	Tubs, pails, etc.	Value		$17,608
Peru	Barrels and shooks	Metric tons	163	254
Chile	Barrels and hogsheads	Metric tons	1	62
Argentina	Barrels, shooks, staves	Number		1,028,940
Hongkong	Barrels	Value		$20,000
Dutch East Indies	Cooperage	Value	14,894	$57,000

FORECAST BY SMITHONIAN INSTITUTION OF TWO COLD SUMMERS NOT AFFIRMED BY UNITED STATES BUREAU

The weather, present and prospective, is at all times an interesting question insofar as business is concerned. Recently there has been a disposition on the part of business men to review conditions past and present weatherwise.

For instance, there was a cold winter, and now the spring season gives evidence of backwardness. To add to this is a prediction made by Prof. Browne, of the Smithsonian Institution, Washington, that the summer this year will be unusually cool and that there are prospects that in 1926 there will be no summer at all in the northern part of the United States.

However, the United States Weather Bureau does not agree with this forecast. Charles F. Marvin, chief of the Government Bureau in Washington, stated the government officials hold the heat penetration variations, on which the Smithsonian Institution bases its prediction, have been greatly misrepresented.

It is a matter of history that 1816 was a year of extreme severity. That year virtually no crops were raised north of the Mason and Dixon line, and only a partial crop in the Southern States. It was known as the "year without a summer" over a large part of the world, for Europe also was affected.

Charles Pierce's "Weather in Philadelphia" records "there was ice during every month in 1816, not excepting June, July and August. There was scarcely a vegetable came to perfection north and east of the Potomac."

Other works of history note that snow fell to a depth of three inches in Pennsylvania, New Jersey and New York in June that year.

The Smithsonian Institution holds that since 1922 the "solar constants" radiation values have decreased markedly. The solar constant's normal average, it says, is approximately 1.94 gram calories of heat per square centimeter of earth's atmosphere per minute. From May, 1922, to June, 1923, the solar constant was continually below 1.92, and since February, 1922, the constant has not reached the normal 1.94. Recently, however, the trend has been upward.

The material lowering in the sun's heat penetration during 1922 is given by the institution as the reason for the chill, backward and erratic summer of 1924. To the low tendency of the constant throughout 1923 and 1924 is attributed warrant for the prediction that this summer and the one following will be increasing cold, with a possibility of a return to the 1816 conditions.

The United States Weather Bureau, along with the Smithsonian Institution, holds that the variations referred to by the latter organizations have not been fully proved. In fact, the government body maintains that it is almost impossible to predict weather conditions so far in advance, such as has been undertaken by the Smithsonian Institution.

However, *Industry Illustrated* states that several large and influential members of the electricity and gas-producing fields are already laying plans for such an emergency.

MT. OLIVE STAVE COMPANY TO ERECT NEW MILL

The Mt. Olive Stave Company is making preparations for the installation of a tight stave mill on its timber tract on Sneed's Creek, near Cartner, Arkansas. The company has a sufficient stand of timber on its acreage to insure a sustained run.

ANOTHER ASSAULT ON THE APPLE BARREL

Another link was recently added to the long chain of instances of openly antagonistic propaganda which has been brought to the attention of the trade from time to time, when the distributor of the Red Hook Apple Grower's Association of Red Hook, New York, presumably discussing the merits of the fiber board carton as a container for apples, made a public statement in the columns of the New York *Packer*, from which we quote:

"The carton affords a greater amount of protection to the apples than the barrel, keeps the apples from being handled by the consumer, and is a convenient package to carry home. It furthermore enables many stores to handle eastern apples that could not use barrels. The barrel will eventually disappear as a container for apples in domestic markets, except for ordinary quality fruit."

It would seem from the foregoing that the vicinity of Red Hook, New York, furnishes a field that is in dire need of enlightment as to the unchallenged supremacy of the standard apple barrel as a fruit package.

FOREST PRODUCTS LABORATORY KILN-DRYING CLASS FILLED TO CAPACITY

Nineteen students representing fifteen lumber-manufacturing and wood-using firms attended the thirty-eighth instructional short course in kiln drying of lumber at the U. S. Forest Products Laboratory, April 27th to May 8th. Registration for this class was completed a month before the course began, and many applications were returned.

The industries represented included lumber, piano, sash and door, casket, furniture, cooperage and sporting goods manufacturers.

Enrollments are already being received for the next course in kiln drying, which will be given in September.

CHARLES WUNDERLICH COMPANY ACQUIRES RIVER FRONT ACREAGE

The Chas. Wunderlich Company, of Saint Louis, Mo., have acquired a large tract of timber land at Osceola, Arkansas, upon which a slack stave mill will be located in the near future. The recently acquired tract has river frontage which will greatly facilitate the delivery of raw material to the mill and the shipment of the finished product. The plans for the plant under contemplation call for buildings and equipment of the latest design, and when erected it will be one of the most complete slack stave units in the Mississippi Valley.

LOUISVILLE COOPERAGE COMPANY BUYS TIMBER LAND

The Louisville Cooperage Company, of Louisville, Ky., has acquired a large tract of stumpage on Mace's Creek, near Viper, Ky. The acreage will be worked immediately by two stave mills which will be placed in operation as soon as the necessary equipment can be gotten on the ground.

PLANT BROTHERS BUY STAVE MILL

The sale of the Saginaw Cooperage Company's stave mill near Clarendon, Arkansas, to Plant Brothers has been recently reported. The new owners plan to enlarge the operation by the installation of additional machinery.

R. WERNET

The gradually thinning ranks of the pioneers of the cooperage industry were again visited by the Grim Reaper, when R. Wernet, of Nashville, Tenn., was called to his eternal rest on April 18th. Mr. Wernet was one of the recognized veterans of the cooperage craft and was widely and very favorably known throughout the industry.

Born in Baden, Germany, March 22, 1850, he came to this country when 17 years of age, and immediately engaged in the barrel business in Nashville, Tenn. His entire active business career of 45 years in the trade was spent in this city. During this period he built up an enviable reputation for upright and honorable dealing, and at his demise he enjoyed an unusually wide circle of acquaintances who held him in the highest regard and esteem.

He is survived by four daughters, who reside in Nashville, and two sons, A. Wernet, of Nashville, and J. Wernet, president of the Waco Barrel Company, of Waco, Texas. The business which he founded will be continued by A. Wernet. The sympathy and condolence of Mr. Wernet's friends in particular, and of the trade in general, go out in fullest measure to the surviving members of his family in their bereavement.

SPECIAL ADVERTISEMENTS WHICH DO GOOD WORK

MACHINERY FOR SALE

FOR SALE
REBUILT STAVE and HEADING MACHINERY
Two Greenwood Heading Turners.
One Heading Sawing Machine.
One No. 4 Stave Cutter.
ROCHESTER BARREL MACHINE WORKS,
Manufacturers of "Greenwood" Stave and Heading Machinery,
Rochester, N. Y.

WHERE QUALITY COUNTS
Resaw:
One 54" Mershon twin band resaw.
Printer:
One 24 x 44 Morgan 2-color printer.
Double Surfacer:
One 30 x 7 Whitney, No. 6, 8-roll.
Short Log Bolter:
One 8' Defiance, No. 6, high duty power feed bolter.
Crate Tenoner:
One No. 221 Chase double end crate tenoner.
Always
With 1,400 machines on our own floors, the chances are we can save you money on just the machine wanted.
We earnestly solicit your inquiries.
WAYNE MACHINERY CO.
Fort Wayne, Indiana

FOR SALE
1 Defiance triple-head hoop planer, like new.
1 Defiance hoop coiler.
1 Noble hoop coiler, used but ten days.
6 32" Widdowson foot-power stave jointers.
2 32" Rochester side spring stave jointers.
1 42" Greenwood stave cutter.
1 Greenwood 24" heading planer.
1 20" Trevor heading planer.
1 4" Rochester heading turner, like new.
1 48" Trevor heading saw machine.
ZERN MACHINERY EXCHANGE
Fort Wayne, Ind.

We have the following, which we offer subject to prior sale:
One dry kiln in A No. 1 shape, consisting of 10,000 feet one-inch pipe.
Also the following inserted tooth saws, at half price:
Three 12-inch, 10-gauge, 12 teeth 2⅝ bore.
One 22-inch, 10-gauge, 24 teeth, 2¼ bore.
Four 16-inch, 10 gauge, 16 teeth 2¼ bore.
Two 20-inch, 10-gauge, 12 teeth 1¼ bore.
Address HEARNE LUMBER CO., North Charleston, S. C.

MACHINERY FOR SALE

FOR SALE—One used Weimar hoop-driving machine, oil-barrel size, complete with countershaft and motor if desired; also one used Weimar barrel-washing machine, chain drive with motor, complete, practically new.
Address "MACHINES," care "The National Coopers' Journal," Philadelphia, Pa.

MACHINERY WANTED

WANTED
1 Hoop cutter.
1 Hoop planer (double or triple head).
1 Michels combined pointer and lapper.
1 Hoop coiler.
Want good machines for small mill in southwest. Address "JONES," care "The National Coopers' Journal."

We are in the market for the following, must be A-1 and cheap:
One four-side, outside moulder, 5 to 10.
Small circular resaw.
Automatic crate hand tenoner and coupler.
Twelve 12" rip saws, 12 or 14 gauge, 1¼ gauge, 1¼ bore, teeth space 1¼".
Three 14" cut-off saws, 12 or 14 gauge, 1¼ bore, teeth, space ½".
Address HEARNE LUMBER CO., North Charleston, S. C.

PLANTS FOR SALE

FOR SALE
Complete heading plant, including brick dry kilns, tug boat, gas boat, barge, water and land skidders and eight or ten million feet standing timber. Mill in operation, daily capacity 4,000 sets. Address "H. W. CO.," care "The National Coopers' Journal," Philadelphia, Pa.

FOR SALE—Tight barrel stave mill, equipped with 5-foot band mill. Two 125-horsepower boilers. Two 65-horsepower H. S. & G. engines. Two equalizing saws. Two Whitney drum saws, complete. Three mules and stave wagons.
Plant located on 20-acre site in St. Landry Parish, La. Now in full operation. Capacity, 16,000 staves daily.
Address "ST. LANDRY," care of "The National Coopers' Journal," Philadelphia.

STOCK FOR SALE

Send us your orders for 28½-inch pine staves. Address the EPPARD STAVE CO., Farmville, Virginia.

STOCK AND BARRELS FOR SALE

FOR SALE
Stumpage suitable for staves for a slack barrel operation, on 11,000 acres with other lands available. Railroad through the property. Address BONITA LUMBER CO., INC., Bonita, La.

FOR SALE
Stumpage on 11,000 acres suitable for tie makers. Railroad through the property. Address BONITA LUMBER CO., INC., Bonita, La.

FOR SALE, 2,000 18-gallon black iron drums, have been used for lubricating oil. PENINSULAR BARREL CO., Jacksonville, Fla.

FOR SALE—We have to offer butter tubs in carload lots. Address CANTON BARREL CO., Canton, Ohio.

STOCK AND BARRELS WANTED

WANTED—Thirty-gallon Irish and Norwegian mackerel and herring barrels. Address HENRY A. THORNDIKE, P. O. Box 43, Newport, R. I.

WANTED—Alcohol drums, 55-gallon capacity; state quantity and price. Address HUGH O'DONNELL, INC., Philadelphia, Pa.

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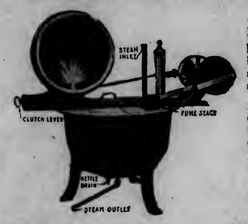

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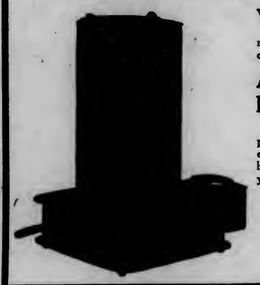

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TWISTED SPLICE — Used for slack cooperage BARRELS—sugar, flour, apple, potato, veneer truck, fish, salt, lime, KEGS and BASKETS

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COOPERAGE MACHINERY
TIGHT NEW OR USED SLACK

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with good quality standard Slack Barrel

STAVES, HOOPS AND HEADING
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Every item in mill or shop use is carried in stock.

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BUILDERS OF MACHINES for the manufacturer of Tubs, Pails, Slotted Clothespins, Spools, Bobbins, Wood Heels, Bailwoods and other Small Handles, and Small Novelty Turnings. Hand Type and Automatic Variety Lathes are special features.

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New Slack Barrels
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for all dry materials, chemicals, sugar, etc.
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Tongue and Grooved Barrels a Specialty

BARRELS

Second-hand Barrels All Kinds Slack and Tight
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We specialize preparing tight barrels for all purposes
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"A Used Barrel is Better Than a New One"

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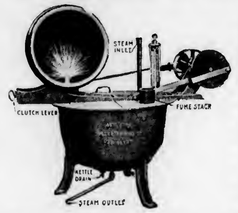

For lining the interior of barrels, tubs, etc., with any hot or cold liquid coating. These Outfits can be operated by HAND or POWER, and will economize in labor, time and material.

A package is laid over spray nozzle, clutch thrown in and after pump has made from 5 to 6 strokes, clutch is thrown out and package is coated. *Capacity* as fast as the men can handle the cooperage.

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ELECTRIC WELDED Used for smooth woodenware, butter, lard and wash tubs, candy pails, jacket cans, etc.

Made to measure ready for use. Strong, economical, easily applied.
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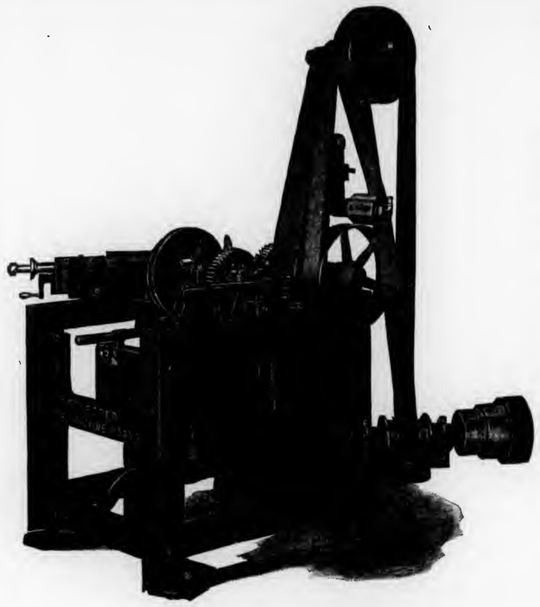

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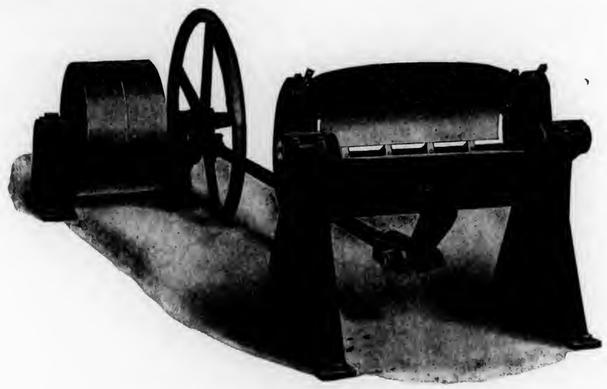
We manufacture a full line of Slack Stave and Heading Machinery.



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Catalog upon request

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The National Coopers' Journal

DEVOTED TO THE COOPERAGE INDUSTRY.

A PAPER OF GREAT VALUE TO ALL STAVE, HEADING, HOOP MANUFACTURERS AND COOPERS

Vol. 41 | Published the First of Each Month. Subscription Price $2.00 Per Year. Foreign Subscription $2.50 Per Year. | Philadelphia, July, 1925 | Entered as Second-Class Matter at the Post-Office in Philadelphia, Pa. | No. 3

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Cottonwood Staves are our Specialty, but we can supply all kinds of slack cooperage stock.

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that are distinguished by a marked superiority of manufacture and materials.

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that deliver their contents in perfect order and command the confidence of careful shippers.

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Staves from 24 inches to 48 inches

Hoops all Lengths *Heading all Diameters*

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Stock Guaranteed

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CHAPMAN :: :: ALABAMA

WARRIOR HEADS

means PINE HEADING
properly made from
Southern Pine by men
who know how

Powell Cooperage Co.

Cooperage Stock

MEMPHIS :: TENNESSEE

Any size Heading from 12 inches to 24 inches

SLACK BARREL GUM, ELM AND ASH STAVES

We ship staves of our own manufacture only
Their quality and manufacture
guaranteed to please

TURNER-FARBER-LOVE COMPANY

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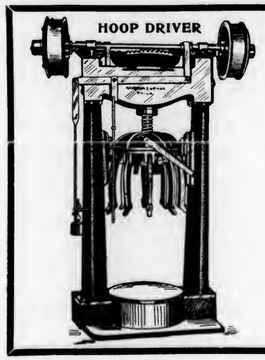

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Special Machines Built to Order

In building our machines we seek to gain the highest efficiency in every way, and users of our make will find this our guarantee, which always holds good.

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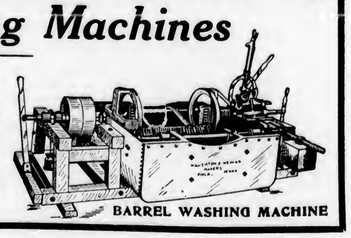

The same care which characterizes every process in the manufacture of our staves and heading is exercised in the selection of the timber from which they are made. It is the best possible guarantee of

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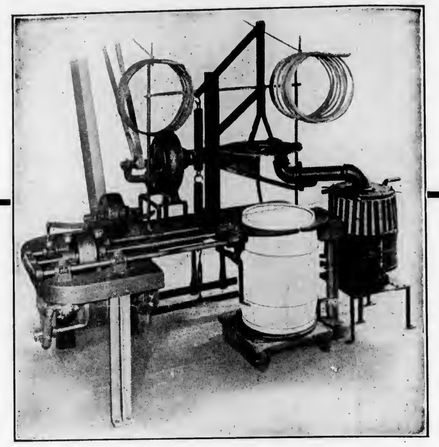

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for heading-up and hooping off all classes of slack cooperage. Repeat orders and the successful operation of every machine sold in various parts of the country, is our history to date.

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WHEN it comes to coopers' tools and supplies "Hynson" stands second to none. We manufacture our products and are always stocked to handle orders promptly and satisfactorily. There is nothing the barrel maker needs that we can not supply. Place your orders with us now.

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If It Comes from "Hynson" You Know It's Right

ST. LOUIS ∴ MISSOURI

The National Coopers' Journal

FORTY-FIRST YEAR | Philadelphia, July, 1925 | $2.00 PER YEAR VOL. XLI, No. 3

A Comprehensive Survey of the Prospects of the Coming Apple Crop. Late June Conditions Indicative of Fair Yield

THE JOURNAL'S annual report on apple crop prospects is herewith presented. The following survey, which is country-wide in scope, reveals the present condition of orchards in "the barrel area" as promising a crop somewhat smaller than that produced last year. Contrary to the growing conditions which prevailed last year, the spring just passed offered extremely dry weather over the greater part of the country in contrast to the unusually rainy weather that was experienced in the spring of 1924. For the past two years the development of the apple orchards was materially retarded by two extremes of weather—in 1924 the early months were very cold and wet, while in 1925 the spring season was unusually hot and dry—both of which render accurate estimating of the ensuing crop a very difficult matter.

While there is necessarily a degree of uncertainty present in the forecasts set forth in the following pages, they can be accepted as reasonably and practically correct, barring unlooked-for adverse conditions which might develop before harvest time. Due to the fact that abnormal weather conditions have retarded the usual development of the apple trees over practically the entire country, the Department of Agriculture's official estimate of the yield, which is ordinarily released on June 1st of each year, is not available up to the date of going to press.

NEW ENGLAND STATES HAVE PROSPECTS FOR SATISFACTORY YIELD

UNITED STATES DEPARTMENT OF AGRICULTURE
BUREAU OF AGRICULTURAL ECONOMICS

WAKEFIELD, MASS., June 13, 1925.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

We take pleasure in sending you, herewith, a copy of our report on New England fruit crops just being issued, this as requested in your letter of June 12th.

Of course, this report reflects practically nothing more than the character and extent of blossom on the apple orchards of New England and the kind of conditions prevailing during the blossom period.

So far as one can judge at this time most of the apples appear to have set for a fair to good crop. There will be exceptions, of course, but unless conditions become quite unfavorable and unless the "June drop" should be unusually heavy, the prospects seem favorable for a crop of apples approximating the crop of last year for New England as a whole, although with considerable difference in the respective States. Maine seems likely to have considerable more than last year, and this should tend to keep the total up.

I am unable to give any definite information regarding the number of barrels needed to pack the 1925 crop except that if the crop turns out the way it should the number of barrels needed should be close to that used last year.

Very truly yours,
V. A. SANDERS,
Statistician.

Excerpt from Official Report for June

Reports from the growers based mainly on the character and extent of blossom indicate that the present prospect for apples is excellent, as a whole, for each New England State, and much better than in any other State or group of States in the country. Condition, June 1st, in per cent. of normal as judged by the growers ranges from 82 in Connecticut up through 84 in Massachusetts, 86 in New Hampshire, 89 each in Rhode Island and Vermont to 91 in Maine. For New England as a unit the June 1st outlook for apples was about 5 points under last year, and as much above two years ago.

For the most part generally summer and fall varieties blossomed more heavily than winter varieties, although southern New England, especially Connecticut, reports numerous exceptions. Baldwins form usually, roughly, half the entire crop in most regions and with some exceptions they blossomed sparingly but probably enough for a fair to good crop. May produced many frosty nights and rather severe frost was general around the 26th, but its effect on apples is not yet known. Apples are about 10 days earlier than last year, except in Vermont and some other northern regions. Taking the States as units no varieties in either summer, fall or winter groups are generally light, but all tend to average up well to date. But this by no means insures a big crop because many adverse conditions are yet to be met.

NEW HAMPSHIRE WILL PACK THREE-QUARTERS OF ITS YIELD IN BARRELS

STATE OF NEW HAMPSHIRE
DEPARTMENT OF AGRICULTURE

CONCORD, June 18, 1925.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

I have at hand your letter under date of June 12th, asking for information concerning condition and prospects of the apple crop in this State for this year. In reply will say that the New England Crop Reporting Service, an office co-operatively conducted by the United States Bureau of Agricultural Economics and the several State Departments of Agriculture, has sent out the following information concerning the apple crop in New Hampshire:

"Condition, June 1st, in per cent. of normal as judged by the growers', reports 86 for New Hampshire. New England as a whole is considered 5 points under last year, and as much above condition for same period two years ago. For the most part summer and fall varieties blossomed more heavily than winter varieties. The Baldwin bloom was more uneven, but for majority of orchards promises a good crop."

I can not give you very definite information as to the number of barrels that will be used in our State this year. Probably three-fourths of the New Hampshire crop still goes to market in barrels. Almost everything going into local markets within the State goes in unheaded containers and the barrels are secured again by the producers for further use. Many of our leading fruit growers and the most aggressive ones do not attempt to do anything with the local markets, but send their fruit to the Boston market to be held in cold storage. I should say that three-fourths of this class of fruit is moving in barrels. Carlot shipments of apples out of our State, as reported by the United States Bureau of Agricultural Economics, have ranged from the low figure of 187 carloads in 1922 to 802 carloads for 1924. The chances are the figures for the near future will be nearer the higher mark than the lower one, as wideawake fruit growing in New Hampshire seems to be on the increase.

Yours very truly,
LAWRENCE A. CARLISLE,
Agent in Marketing.

MAINE CROP WILL BE HEAVY DESPITE UNEVEN BLOOM

DEPARTMENT OF AGRICULTURE

AUGUSTA, ME., June 15, 1925.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

Your inquiry of June 12th at hand. Will say that the blossom this year was uneven.

Baldwins, 40 to 45 per cent.; Spies, 65 to 75 per cent.; McIntosh, 95 per cent.; Wealthy, 90 per cent.; Ben Davis, 90 per cent.; Stark, 80 per cent.

This is the best that we can do for you now, as it would be merely guessing to estimate the number of barrels that they will produce, as there are so many factors that enter into the situation between now and harvest time.

We will be very glad to be of assistance to you whenever possible.

Very truly yours,
G. A. YEATON.

FAVORABLE BLOSSOMING PERIOD PROMISES SUBSTANTIAL CROP IN CONNECTICUT

STATE OF CONNECTICUT
BOARD OF AGRICULTURE

HARTFORD, CONN., June 17, 1925.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

Your communication of the 12th instant received. The apple blossom period was moderately favorable. While there were several frosty nights around May 26th, there were some bright days, and bees and winds helped to distribute the pollen.

Fall and summer varieties blossomed more heavily than winter varieties. While the prospects for a satisfactory crop thus far have been good, a big crop is by no means assured, because many adverse conditions may yet prevail.

Very truly yours,
LEONARD H. HEALEY,
Secretary.

LATENESS OF BLOOM IN NEW YORK STATE MAKES ESTIMATE OF CROP DIFFICULT

DEPARTMENT OF FARMS AND MARKETS
NEW YORK STATE

ALBANY, June 16, 1925.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

I am enclosing a copy of the fruit crop report for New York State issued from this office.

We do not yet have sufficiently accurate estimates to try to forecast the crop, and hence it would be impossible to state how many barrels would be needed in this State.

In view of the lateness with which apples blossom, I believe a more comprehensive survey could be made August 1st. The first forecast of apple production will be made in connection with the July report and will be released July 9th.

Very truly yours,
R. S. GILLETT,
Agricultural Statistician.

Excerpt from New York Fruit Report for June

It is too early to make a forecast of apples in New York State since many varieties in western New York were just in bloom on June 1st. The reported condition is 74 compared with 77 a year ago and 78 for the past ten years. New York's most important apple, the Baldwin, has a light bloom in many localities this year.

FROSTS RAVAGE MARYLAND ORCHARDS, BLIGHTING HOPES FOR A BANNER CROP

BERLIN, MARYLAND, June 15, 1925.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

Please be advised that the apple crop in this vicinity will be very light. We will have only about 35 per cent. of a normal crop of such varieties as Yellow Transparent, Williams Early Red, Wealthy, Duchess of Oldenburg, McIntosh, Jonathan, Grimes Golden, Staymans Winesap, York Imperial, Paragon, Gano, Stark, Rome Beauty, Ben Davis, Delicious and others.

The reason for such a light crop is due to the fact that we had several freezes during the spring, particularly on the night of June 21st. We also had a number of frosts during the latter part of April and the early part of May, which, together with the freezes, caused considerable damage.

A portion of the fruit crop in the vicinity of Berlin is better than that on the other part of the peninsula, which comprises the entire State of Delaware, nine counties on the eastern shore of Maryland and two counties on the eastern shore of Virginia.

We had prospects for the finest crop of apples in the history of our business, and also prospects for a good average crop of peaches, but the unfavorable weather conditions blighted our hopes. It looks as if the quality of the fruit during 1925 will be better than normal, and the growers are very optimistic as to prices. From present indications it looks as if possibly apples in this territory will bring average high prices during the coming summer.

Very truly yours,
HARRISONS' NURSERIES,
G. HALE HARRISON,
Manager Sales and Treas.

MARYLAND CROP IS FORECASTED AS 40 PER CENT. NORMAL

MARYLAND STATE DEPARTMENT OF MARKETS
COLLEGE PARK, MD., June 13, 1925.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

The apple crop condition in all parts of the State this year is somewhat spotted, both as regards location and varieties. Apple prospects in Allegany County, including the Cumberland and Lonaconing sections, are better than in any other part of the State. Indications seem to show that there is a full crop of numerous varieties in this section, although I am frank to say I believe at least a part of this report is based on the probable yield of one or two of the larger commercial orchards. The statistician's figures would indicate that in this county the apple crop, including both early and late varieties, will be about 74-75 per cent., which is about the general average of last year for the State as a whole.

In Washington County, which is our heaviest apple-producing county, there will probably be a general average of about 30-35 per cent. of a crop. In the Westminster and New Windsor sections of Carroll County there seems to be about 90 per cent. of a crop of Wealthy, 40 per cent. Transparent. Apparently other varieties, including Yorks and Bens, will be extremely light.

From Frederick reports show a 100 per cent. crop of Duchess, 40 per cent. Transparent, although I believe these reports are incomplete. I understand there is a fair stand of York Imperial and Jonathan in that territory.

In the Eastern Shore section the crop is also badly spotted. In Talbot County, one of our leading fruit sections, there will apparently be a 75 per cent. crop of Yellow Transparent, which means a normal crop from that section; 30 per cent. Staymans, which is approximately 40 per cent. of a normal crop; 25 per cent. York Imperial; 75 per cent. Rome Beauty, which would indicate that perhaps Rome Beauty and Transparent are normal.

In the Worcester County section, around Berlin, reports are to the effect that there will be a 65 per cent. crop of early apples. We have had a most unusual season this year in all sections of the State. Last winter we had a sudden drop in temperature, which, I believe, caused considerable injury to apple buds. Temperature throughout the winter was not as variable as for the past several years, and things looked very favorable well into the spring. The trees blossomed out with a good, heavy set of bloom and most of the growers were very optimistic with crop prospects when the entire State was visited with an unusual spell of delayed cold, including frost, which proved disastrous, particularly to late varieties.

Most of the State has been suffering from a drought, and this, coupled with cool weather, has not been inducive to producing a large crop. All reports being received indicate that apples are still dropping. It appears that by the first of July the estimates given at this time will be somewhat reduced.

Mr. E. P. Cohill is, in my opinion, one of the best crop reporters in the State, and I have always been inclined to wait his decision with regards to apple prospects, with particular reference to the Hancock section. He has been reporting crop conditions for a good many years, and it has been my observation that his forecasts are pretty nearly correct when the final harvest season draws to a close. This year his forecast would indicate a total apple production of about 30 per cent. Taking the State as a whole this may be a trifle low, but from the best I am able to observe, I believe our crop will, perhaps, reach about 30 to 40 per cent.

Trusting the above may prove of interest, I am

Very truly yours,
S. B. SHAW,
Chief Inspector and Specialist.

DELAWARE CROP WILL PROBABLY BE SMALLER THAN THAT OF 1924

STATE BOARD OF AGRICULTURE
DOVER, DEL., June 15, 1925.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

The apple crop in Delaware will be less than last year, and last year it was perhaps three-fourths of a crop. Early apples will be about sixty per cent. of a crop, and late apples not more than 40 per cent. of a crop. Not many Delaware apples are packed in barrels, not over five per cent. of the late apples, and none of the early varieties.

Very truly yours,
RALPH C. WILSON,
Secretary.

VIRGINIA'S SUBSTANTIAL CROP WILL REQUIRE 1,500,000 BARRELS FOR ITS MARKETING

STATE DEPARTMENT OF AGRICULTURE
RICHMOND, VA., June 15, 1925.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

In accordance with your request of the 12th we are pleased to send you herewith a copy of our recent fruit report for this State.

It is probable that about one and a-half million barrels will be used for packing the apple crop in this State this year.

Very truly yours,
HENRY M. TAYLOR,
Agricultural Statistician.

Excerpt from Commercial Fruit Report for Virginia

The outlook for the apple crop in Virginia this year is not so promising as usual, and the production of apples will be much less than the large crop produced last year. The commercial apple crop promises 30 per cent. of a full crop, compared with 58 per cent. reported last year at this time. It is too early to make a definite forecast of the production; but from the present outlook it appears that the crop will be from 50 to 60 per cent. of the 1924 crop, when 2,520,000 barrels were harvested. The condition of the apple crop is quite "spotted," as some orchards in a community have good crops, while others have very little fruit or none at all. As a rule, the orchards which were well cared for and properly fertilized have good crops, while in those that had little attention the fruit set poorly. In the Shenandoah Valley sections there was some frost damage to orchards in low places, and in addition the cool weather in May caused the fruit to drop heavily. The Piedmont districts suffered little frost damage; but weather conditions were not favorable for pollination, so there was a light set. The best prospects are reported from the Roanoke section, and the poorest from the South Valley district. The outlook in the various districts is as follows: North Valley, 30 per cent. of full crop; South Valley, 28 per cent.; North Piedmont, 32 per cent.; Piedmont, 29 per cent.; Roanoke, 34 per cent.; Patrick section, 32 per cent., and Southwest Virginia, 30 per cent.

FAIR AVERAGE YIELD PREDICTED FOR WEST VIRGINIA

DEPARTMENT OF AGRICULTURE
CHARLESTON, W. VA., June 18, 1925.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

Your communication of June 12th addressed to the Department of Agriculture concerning the apple crop in West Virginia received and referred to me for reply.

In regard to this would say that the extreme eastern section of West Virginia, Berkeley County and vicinity is reported to be about 50 per cent. of a crop taking several counties there as an average. The Ohio and Kanawha Valleys, which comprise the majority of the apple-producing section, has a normal to heavy. This in accordance with the latest report that we get here.

On account of late spring frosts there is considerable variation in the crop in the counties of Mineral, Hampshire, Grant, Morgan, Berkeley and Jefferson, but it is there where the majority of the crops in the State are produced.

Very truly yours,
ARTHUR A. GOLD,
Horticulturist.

ORCHARDS NEAR KEYSER, WEST VIRGINIA, MATERIALLY DAMAGED BY FROSTS

KEYSER, W. VA., June 15, 1925.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

In reference to the condition and prospects of the apple crop of this immediate section, we would advise you that weather conditions during the past two months have been so very erratic and unusual as to make any estimate of the crop a guess only, but we would give you the following as our judgment at the present time:

Late freezes and frosts materially reduced crop in this entire section, killing buds and injuring bloom, thereby causing very heavy drop. Crop will not exceed 25 per cent. of normal years, roughly estimated at 6,000 to 8,000 barrels for the current year. Principal varieties in sight Bens, Ganos, Grimes, Romes and Delicious.

Small apples are sizing up at present in face of extremely dry weather, and with favorable changes of weather conditions, crop in sight should be of large size, and fair to good quality. Both barrel and bushel baskets used in this section.

Very truly yours,
PARK-BAKER COMPANY,
JOHN J. BAKER.

THE EASTERN PANHANDLE REGION OF WEST VIRGINIA WILL HAVE EXCELLENT CROP DESPITE DAMAGE BY FROST

MARTINSBURG, W. VA., June 20, 1925.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

Concerning the prospects for the 1925 apple crop, we beg to advise that the bloom on all varieties through the entire Eastern Panhandle of West Virginia was the heaviest on record and indicated a bumper crop, estimated by well-informed parties as high as 2,000,000 barrels commercial production. However, the heavy freeze on the night of April 21st caught our trees in full bloom. Various estimates of the damage done by the freeze were made within a week, but these estimates were low and the actual extent of loss is as yet not apparent, due to the continued heavy drop caused directly by weakened stems. Some of the low-lying orchards were practically cleaned up and crop in general scattered. Due to these conditions, we do not wish to hazard an estimate, with the exception that prospects now promise an increase over last year, when the production was in the neighborhood of 500,000 barrels commercial production. We would estimate that 400,000 barrels of this tonnage moved in barrels, balance in baskets and bulk.

York Imperial and Ben Davis, our two principal varieties, suffered the least damage and will make up the greater part of our crop. Staymans are very light as well as kindred varieties, Black Twigs and Winesaps.

Yours very truly,
ROTHWELL-GATRELL CO.

NORTH CAROLINA WILL HAVE CROP OF ABOUT 200,000 BARRELS

STATE DEPARTMENT OF AGRICULTURE
RALEIGH, N. C., June 15, 1925.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

In reply to your request for information concerning the North Carolina apple crop, we enclose our June 1st fruit report. Conditions have changed very little since that time, so that the figures shown hereon are fairly correct for the present time.

In regard to the number of barrels that will be used to accommodate this season's crop, we estimate that the State will produce approximately 200,000 barrels as a commercial crop. However, as a large quantity of the crop is shipped either in bulk or in boxes, the number of barrels that will actually be used will probably be about 100,000. This estimate was supplied to us by Mr. C. D. Mathews, State horticulturist.

Very truly yours,
W. H. RHODES, JR.,
Assistant Statistician.

INDICATIONS POINT TO VERY GOOD APPLE CROP IN GEORGIA

DEPARTMENT OF AGRICULTURE
ATLANTA, GA., June 18, 1925.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

We are enclosing you our fruit crop report of June 10th, which shows that apples for 1925 are 62 per cent. of normal compared with 78 per cent. one year ago. However, these figures are for the entire farm crop of apples and it is to be noted that the prospects for the commercial crop for the year compare favorably with the prospects of a year ago. The commercial crop for 1924 was 110,000 barrels.

If we can be of further service to you, please call upon us.

Very truly yours,
GEORGIA CO-OPERATIVE CROP REPORTING SERVICE,
PETER V. RICE, *Collaborator.*

Excerpt from Georgia Fruit Crop Report for June

Very little change has occurred in apples since last month. The farm crop is reported as very short outside of the commercial area, many complaints being made of damage from blight. However, the commercial area is considered fully up to last year, which means that prospects are very good.

TEXAS DOES NOT PRODUCE APPLES IN COMMERCIAL QUANTITIES

DEPARTMENT OF AGRICULTURE
STATE OF TEXAS
AUSTIN, TEXAS, June 15, 1925.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

Replying to your communication of the 12th inst., you are advised that there are no commercial apple orchards worth mentioning in Texas. Therefore, it will be useless for this department to attempt making any report to you as to the output for this year.

Very respectfully yours,
L. A. SEYMOUR.

OHIO WILL PRODUCE SMALL CROP OF SUMMER APPLES—HEAVY CROP OF LATE VARIETIES

COLUMBUS, OHIO, June 20, 1925.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

I have waited before replying to your letter of the 12th until after the meeting of the board of directors of the Ohio Fruit Growers' Co-operative Association, which was held June 18th.

The apple prospects for Ohio vary considerably with different locations. In the southern part of the State there will be very few scummer apples. About the earliest maturing variety that will bear in any quantity is the Maiden Blush. These are not being grown very extensively. Grimes Golden and Jonathan are, perhaps, half a crop and in some localities a little better, although other localities will not average half of a full crop. The only variety that promises a full crop pretty generally in commercial orchards in southern Ohio is the Rome Beauty. In view of the fact that this variety makes up a large percentage of the total acreage of the southern part of the State there will probably be more late apples in this territory this season than last. There will also be a fairly good crop of Ben Davis and Gano throughout this territory.

The frost damage in southern Ohio was not serious. Furthermore, there has been less injury from drought in southern Ohio than in some other parts of the State. There has been a heavy drop so that in very few cases will the trees be overloaded, a fact which will help produce large-sized fruit. Apples in this territory to date are unusually free from scab and other similar diseases, very thorough spraying having been done by the commercial growers.

Through central Ohio the conditions are somewhat more variable than in southern Ohio. In some localities, particularly the western half, the frost damage was somewhat serious. Generally speaking, late apples promise a good crop through this section, but early apples not so good. In northeastern Ohio rainy weather during the blossoming period interfered with proper pollination, especially on young trees. Low temperatures in this section also have caused a heavy drop. Some orchards promise good crops, while others not so good. The early crop here is also light. Along the lake regions, prospects are somewhat more uniform, although the Baldwin variety is reported as not being set very heavy.

Taking the State as a whole, there will be a much smaller crop of summer varieties than last year, and perhaps not as good a production of fall varieties as last year. Late or winter varieties, on the other hand, seem to promise a better crop than last year, and, I would judge, an average crop.

Very truly yours,
C. W. WAID,
Dep't of Fruit and Vegetable Marketing.

ILLINOIS WILL HARVEST A LARGER CROP THAN WAS GATHERED LAST YEAR

F. H. SIMPSON COMPANY
FLORA, ILLINOIS, June 16, 1925.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

Early in the season, the middle-west promised what would seem to be a bumper crop of apples, so far as bloom is concerned. But there has been frost damage in the northern and western part of the State of Illinois and considerable hail damage in other localities through Illinois and Missouri, and there was a heavy drop of bloom, some varieties not setting well at all.

It now seems to the writer that as far as Indiana, Illinois and Missouri are concerned, we will have some increase over last year's production.

I do not know how many barrels will be used this year, but I would judge something in excess of last year. The southern part of Illinois, where large crops of summer apples are raised, has been seriously damaged with drought and some bloom blight.

I think we will have a crop in volume somewhere between those of 1924 and 1923. More than last year but not nearly so many as the year before.

Yours very truly,
F. H. SIMPSON.

JAMES HANDLY, FOUNDER OF "NATIONAL APPLE DAY," PREDICTS GOOD CROP FOR ILLINOIS

QUINCY, ILL., JUNE 20, 1925.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

There is abundant assurance of a good average apple crop throughout Illinois in the present year. At the opening of the spring season the bloom in the orchards was very profuse, in fact, it might have been termed superabundant. The temperature of April, which was above normal for the season, was followed by injuriously cold weather in the month of May. The unfavorable weather of May, which seemed something like a postscript from winter, caused a serious dropping of bloom and lowered estimates of the fall harvests. But the sequel shows that the first estimates of injury were somewhat exaggerated. Trees that were kept in good condition have been renewing promises. In instances where heavy bloom has caused thick setting of apples it has been considered highly advisable to thin out the fruit, and the unlooked-for cold weather late in the spring, which caused more or less thinning out of blossom, was, no doubt, very helpful in many cases.

Following the cold spell, some growers estimated the probable output of apples at not more than 30 or 40 per cent. of a crop. They did not take into consideration that the thinning out would cause the remaining apples to be better and larger, requiring a smaller number to fill the barrels. Probably the most trustworthy report on the outlook for apples in Illinois is that compiled by the State statistician's office in Springfield. Following a careful survey of conditions, this report places the estimated crop of apples in the northern part of the State at 50 per cent. and in the southern part, where the orchards are most numerous, at 75 per cent. of a normal crop.

The normal demand for apple barrels runs, in moderate estimate, to 200,000 barrels annually within a radius of 100 miles of Quincy, Ill. The demand for apple barrels for the approaching harvest will be equal to that of any average former year.

Yours very truly,
JAMES HANDLY,
Founder of National Apple Day.

LATE FREEZE INFLICTS SERIOUS DAMAGE IN NORTHERN ILLINOIS

STATE OF ILLINOIS
DEPARTMENT OF AGRICULTURE
SPRINGFIELD, June 20, 1925.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

In reply to your letter of June 12th, concerning the condition of our apple crop for this year I wish to say that the office of crop estimates placed the condition of the Illinois apple crop on June 1st at 59. This has taken into consideration the freeze on May 24th, which has seriously damaged the apples in the northern part of the State, and has done some damage in the central and western parts. In the southern part of the State no damage was done.

The Office of Crop Estimates has not given out a figure in reference to quantity.

Very truly yours,
H. W. DAY,
Supervising Inspector.

NORTHERN INDIANA SUFFERS FROST DAMAGE—45 PER CENT. CROP PREDICTED

LAFAYETTE, IND., June 20, 1925.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

Indiana will probably produce 45 per cent. of a normal crop. Winesaps and Staymans set very light from heavy blossom; Grimes, light; Delicious, light; Romes, Ben Davis and Jonathan give promise of fair crop. The freeze of May 25th destroyed much fruit in the northern half of the State, but the southern half, which is the main producing section, was practically unhurt. I can not tell you how many barrels will be used, as much of the Indiana fruit is marketed locally.

Very truly yurs,
MONROE MCCOWN,
Sec'y, Indiana Horticultural Society.

BENTON COUNTY, ARKANSAS, WILL PRODUCE APPROXIMATELY 4,000 CARLOADS THIS YEAR

THE OZARK FRUIT GROWERS' ASSOCIATION, INC.
MONETT, MO., June 15, 1925.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

Replying to your favor of the 12th, we answered you briefly several days ago, giving some little idea of the apple crop. In addition might say all the early fruit will be light. The Maiden Blush seems to be better than some of the other varieties in Benton County, Arkansas.

The Ben Davis has a good crop on and the quality is good so far, and everything is favorable for a heavy shipment.

Benton County, Arkansas, will produce something like 3,500 to 4,000 cars. Possibly one-third of this will be in barrels.

Yours very truly,
J. W. STROUD,
Secretary.

ARKANSAS WILL HAVE ABOUT 3,600 CARLOADS OF APPLES

BUREAU OF AGRICULTURAL ECONOMICS
LITTLE ROCK, ARK., June 24, 1925.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

It is impossible in a State like this to say what the final crop will be, because so much depends on rainfall in the later months. I am expecting the crop to be about like last year, when we had approximately 3,500 to 3,600 carloads shipped. The Ben Davis, Gano and Collins Red promise full crops, also Maiden Blush; but the other early apples run from 10 per cent. to 50 per cent. of a full crop.

As to quality, they are quite free from scab and fungous trouble, though there is some hail injury.

As to the amount of barrels that will be used, that also is hard to say. In years when the Illinois, especially the Calhoun County, crop is light, Chicago buys a great deal in northwest Arkansas and demands barreled stock. In those years, therefore, the number of barrels used will double to treble other years. Just how much the Chicago and other northern buyers will purchase from us this year is problematical. I should think we would be fairly safe in saying that somewhere around 1,000 to 1,500 carloads will be barreled or boxed.

Yours very truly,
CHARLES S. BOUTON,
Agricultural Statistician.

MISSOURI WILL HAVE COMMERCIAL CROP OF OVER ONE-HALF MILLION BARRELS

Missouri's probable crop for the coming season is estimated in the following telegram which was received on June 29th:

COLUMBIA, MO., June 29, 1925.

Apples 61 per cent. normal, requiring 529,000 barrels for commercial crop.

E. H. LOGAN.

SEVERE FREEZE IN DECEMBER WIPED OUT ALL APPLE PROSPECTS IN MONTANA

DEPARTMENT OF AGRICULTURE
MISSOULA, MONTANA, June 19, 1925.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

Have your letter forwarded to me from the Department of Agriculture at Helena.

Am sorry to state that a severe freeze last December practically wiped out our apple prospects for this year. In any event, we are not using barrels at all, our stock being shipped in boxes. I doubt whether we will have over 100 cars of apples out of the State this year, none of which will be packed in barrels.

Very truly yours,
W. L. SHOVELL,
Chief, Division of Horticulture.

MICHIGAN WILL HARVEST MORE THAN A MILLION BARRELS OF APPLES

DEPARTMENT OF AGRICULTURE
LANSING, MICH., June 15, 1925.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

I have your letter of June 12th.

Replying, I beg to advise that the prospect for apples in Michigan is very good. The consensus of opinion among forecasters is that the crop will be about the same as last year, when the commercial crop amounted to 1,222,000 barrels.

A few varieties have been injured, while others look better than last year, so that, as I have said, we expect about the same commercial crop that we had last year.

Hoping this information will be of use to you, I am

Very truly yours,
JOHN I. BRECK,
Director, Bureau of Foods and Standards.

UTAH HAS FAVORABLE PROSPECTS FOR A BUMPER CROP

STATE BOARD OF AGRICULTURE
SALT LAKE CITY, UTAH, June 18, 1925.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

Answering yours of June 12th, will say that the prospects for the bumper apple crop in Utah this year are very favorable. There will be approximately 1,000 cars, or in the neighborhood of 625,000 bushels, expressable apples in Utah this year, according to the best estimates available at present. This consists principally of the following varieties in order of importance named; Jonathan, Winesap, Ganos and Rome Beauties.

Very truly yours,
HARDEN BENNION,
Commissioner.

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DISSEMINATION TRADE STATISTICS

The recent decision of the United States Supreme Court handed down in the cases of the Maple Flooring and Cement Associations is a pregnant utterance which is especially interesting to The Associated Cooperage Industries of America at this particular time, and it commends itself to close scrutiny and study by each individual member of both the association and the trade as a whole. The decision, through which the collection and dissemination of statistical information relative to production and sales is pronounced entirely legal, must necessarily be interpreted in the light of the qualifying conditions which designate the character of the information which is sanctioned by the law.

In numerous instances editorial writers and association secretaries hailed the decision as an official release from practically all the restraint which the Sherman Anti-Trust Law imposed upon collective price fixing, but it is apparent that the conclusions are hastily drawn and are relatively inaccurate. While the court plainly states, "We decide only that trade associations or combinations of persons or corporations which openly and fairly gather and disseminate information as to the cost of their product, the volume of production, the actual price which the product has brought in past transactions, stocks with merchandise on hand, approximate cost of transportation from the principal points of shipment to the points of consumption, as these defendants did, and who, as they did, meet and discuss such information and statistics without, however, reaching or attempting to reach any agreement or concerted action with respect to prices or production or restraining competition, do not thereby engage in unlawful restraint of commerce," there is nothing in their pronouncement which can be interpreted as changing in any degree the strict code which has been laid down in the Sherman Act for the regulation of the activities of associated business interests.

Price fixing still remains illegal, and any activity which either directly or indirectly facilitates the arbitrary setting of commodity prices to the detriment of the consumer, is regarded as a contributary infraction of the law, and is looked upon with suspicion and distrust. It is not against the law to compile and distribute trade information—the illegality arises in the use to which the information is put, and the line of demarkation between the proper and improper utilization of trade statistics is so clear and distinct as to be wholly apparent to anyone who will take the trouble to peruse the court decision of June 1st.

The action taken in the May convention of the association authorizing the collection and distribution of production and cost information among the members of the organization, is, in the light of the late decision, an entirely legal proceeding, and carried on within the limits set forth in the quotation above should prove of vast benefit to the participants. So long as there is no palpable and obvious attempt to so utilize the information as to in any degree constitute a restraint of trade, the movement is founded in the unquestioned right of the contributors, and it possesses such merit as to recommend it to the full support, not only of the association members, but the whole trade.

HEAVY STOCKS AT THE MILL, TOGETHER WITH LIGHT CONSUMPTION, CREATE A "BUYERS' MARKET"—FRANK M. SCHERER

The cooperage situation remains the same as it was 30 days ago. There is not very much activity, and old orders are being cleaned up rapidly, and there is not sufficient business to take care of the stocks that are being produced every day.

It does not look to us as if the demand will increase any until fall, and the manufacturers who are shutting down are doing a great good for the entire cooperage industry. Everybody knows that it is not profitable for a mill to shut down. On the other hand, there is no profit when there is an overproduction that results in such low prices as we are experiencing at this time.

A review of the market reveals a slightly lowering price on hoops and No. 2 28½-inch gum staves, although the reduction in the latter item seems to have awakened some of the buyers who appreciate that such values will not remain with us forever. The pine heading market is firm at about 5¾ cents, Alabama basis, with not very many mills operating and none of them anxious for future business on this basis.

The next movement of the market will be upward, and we believe that the time is not far distant. There is an old rule in buying and selling, namely, "Buy when stock is selling at cost or below cost of production and sell when it is above the cost of production." The reason for this is that when stock sells at or below the cost of production very few mills will be able to operate, and sooner or later they will be forced to shut down or discontinue business entirely, as no one is in any line of business for their health only. On the other hand, when stock sells above the cost of production, the mills are able to run to capacity, and there is very little chance of them shutting down and they will produce as much stock as possible because of the fact that they are making money. There are always exceptions to such rules and theories, but it looks now as if "the right time to buy" is here, and we will not be surprised if it passes before very many take advantage of same.

We are fully convinced that, with the exception of very few mills, none of the manufacturers of slack cooperage stock are making any money. They are losing money at today's prices, and our guess would be that this is a very good opportunity for the consumers to purchase. As far as the jobber is concerned, a little reflection on the subject will enlighten any one that there is very little opportunity for making money when prices are low. In the first place, on account of the large stocks, the mills are obliged to offer material to consumers where they ordinarily would not do so, and if the jobber is quoted the same price as the consumer, as a good many mills are in the habit of doing, there is positively no chance to add any profit. The cooper, too, is affected with low prices, because the actual consumers of the barrel will not stock up or buy ahead if they feel that prices will decline, for which none of us can blame them. The result is that all of us are looking forward and hoping for an improvement in the slack cooperage situation. It would be much better for all branches of the industry if the manufacturer, the jobber, the consumer and all interested would do their part to help stabilize the market and bring it to such a point where both the manufacturers and the coopers can make the reasonable and fair profit they are entitled to.

The present situation that we are experiencing is not a new one in the slack cooperage industry. We have safely passed through such periods in the past and there is every reason to believe that we will pass safely and soon through the present "low-priced" period which is affecting other industries as well as ours.

The Paducah Cooperage Company, Paducah, Ky., is remodeling one of its dry kilns after plans and with equipment furnished by the National Dry Kiln Company, of Indianapolis. This is the third kiln of the company's battery which has been changed in the same manner.

THE COOPERAGE INDUSTRY IS LOOKING FOR A GOOD FIVE-CENT CIGAR—C. M. VAN AKEN

I suppose that if we live long enough we will again see a time when cooperage stock is marketed in accordance with the cost of production, but none of us interested in this commodity has found anything to resemble that condition during the past two years. When the opportunity presents itself for high prices, the idea which seems to prevail among the sellers is, "get all you can," and when the reverse situation applies, the same spirit of "get all you can" prevails. This spirit pushes the price up when there is scarcity and pushes the prices down when material is plentiful. During the past six months of this year cooperage has been plentiful and from what has been said above the reader can judge the rest.

In a conversation some time ago, one man told another that he had three good reasons why he did not play poker. The first one was that he did not have the money; the other fellow said, "You need not tell the other two reasons." So there are three good reasons why the potato crop, which was so promising earlier in the season, is now turning out so poorly. The first reason is, there was no rain in the potato section for three weeks and it is unnecessary to tell the other two reasons.

The apple crop is still quite promising. The weatherman did not treat it very well a month or so ago, but it is still a living thing and if treated kindly, will yet furnish an outlet for considerable barrel material. During the past few years, most of the apple barrel makers lay in a supply of cooperage to cover their minimum requirements, so a short crop means mighty light apple barrel business from now on this season. A big crop would mean quite a rush, and a fair crop and more or less of a scattering business is what we are going to get in that line the rest of this season.

There is a fairly good demand for cooperage along other lines than fruit and produce. Material is moving all the time for purposes of this kind. It is, however, the fruit and produce business which regulates the price to a very large degree, so that when prices for that material are low, then all other prices are apt to be low, too.

We are all living, but we have felt that it is quite essential to cut out three for $1 cigars and are being satisfied with a cheaper brand. In fact, it will be recalled that the late Vice-president Marshall once said that what this country needed was a good 5-cent cigar, and it is the good 5-cent cigar that the cooperage people are looking for today—not three for $1 brand under present conditions.

BOTH DOMESTIC AND EXPORT TRADE IN SLACK COOPERAGE IMPROVING—JAMES INNES

The bountiful rains this month have gladdened the hearts of the orchardists and, unless something very unusual happens, we are assured of the finest crop of apples since 1920. Coopers are now buying apple-barrel stock more freely and, while prices are still too low to be profitable to the manufacturers, we look for a change before long in this respect.

Demand for sugar, flour, cement and general purpose barrels has improved during June, and with a little more optimism on the part of the consumers, we look for trade to get back to pre-war basis this summer.

Export demand, both for slack and tight-barrel stock, is much better, so that on the whole the manufacturers should feel in much better spirits than they have for some time.

WATCH FOR DYING PINES THIS SUMMER

Timberland owners in the South are urged by the United States Department of Agriculture to keep a close watch this summer on their pine lands to note any clumps of pines dying from the attacks of the southern pine beetle. Recent studies made by the Bureau of Entomology indicate outbreaks of this insect occur during periods of abnormally low rainfall. The Weather Bureau reports that the rainfall for the first five months of 1925 has been much below normal in the southeastern sections of the United States, the deficiency in rainfall at some stations being as much as 15 inches.

All timberland owners in this region are familiar with the destructive work of the pine beetle. If the present dry spell should continue it is likely, says the department, that serious losses will occur this summer.

Pine owners are advised to make an examination of timberland once a month or oftener for clumps of dying trees indicated by fading or brown foliage. Such trees should promptly be worked up into lumber, or the logs placed in water until more opportune time for sawing. Reports of the presence of the beetle should be sent to P. O. Box 1518, Asheville, N. C.

DEPARTMENT OF AGRICULTURE'S "CONDITION" REPORT AS OF JUNE 1st

The annual "condition" report of the United States Department of Agriculture, which is an authoritative guide as to prospects of the ultimate yield of the various apple-producing areas of the country, is set forth below. Due to the backwardness of the development of the trees this spring, it has been found impossible to amplify the report with an estimate of the probable harvest, as has been the custom heretofore. The official forecast of the size of the crop likely to be gathered this summer and fall is now being compiled and will be published in the next monthly report. Final estimates on the 1924 crop are included as additional information.

	1925 Per Cent.	1924 Per Cent.	1924 Final Crop Est. in Bbls.
Maine	91	85	593,000
New Hampshire	86	95	255,000
Vermont	89	89	153,000
Massachusetts	84	92	654,000
Rhode Island	89	97	60,000
Connecticut	82	93	188,000
New York	74	77	3,729,000
New Jersey	68	85	.....
Pennsylvania	64	89	811,000
Delaware	55	85	307,000
Maryland	53	82	249,000
Virginia	45	80	2,210,000
West Virginia	40	73	1,004,000
North Carolina	60	84	311,000
South Carolina	58	70	.....
Georgia	62	78	92,000
Ohio	60	80	668,000
Indiana	54	64	127,000
Illinois	59	60	801,000
Michigan	68	73	1,363,000
Wisconsin	68	82	88,000
Minnesota	46	80	37,000
Iowa	45	75	96,000
Missouri	61	66	572,000
South Dakota	25	82	.....
Nebraska	42	75	136,000
Kansas	59	72	465,000
Kentucky	53	82	179,000
Tennessee	45	78	85,000
Alabama	51	75	.....
Mississippi	62	63	.....
Louisiana	68	70	.....
Texas	62	65	.....
Oklahoma	59	80	46,000
Arkansas	68	68	799,000
Montana	40	90	80,000
Wyoming	60	95	.....
Colorado	78	88	779,000
New Mexico	72	65	157,000
Arizona	56	60	8,000
Utah	85	70	164,000
Nevada	85	60	.....
Idaho	78	56	700,000
Washington	76	55	5,651,000
Oregon	75	70	1,401,000
California	50	75	1,460,000
United States	63	74	26,942,000

CALIFORNIA'S CROP WILL BE MATERIALLY LESS THAN THAT OF LAST YEAR

OFFICE OF THE AGRICULTURAL STATISTICIAN
SACRAMENTO, CALIF., June 20, 1925.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

I am enclosing herewith copy of report showing condition of the apple crop in California as of June 1st. No forecast of probable production of apples will be made until the July report, which will be mailed from this office about July 11th, as it is not released until the 9th.

California does not use barrels for packing apples; it is a "box-apple" State.

Yours very truly,
E. E. KAUFMAN.

Excerpt from California Fruit and Vegetable Report

The condition of the apple crop was estimated to be 50 per cent. of normal on June 1st, compared with 75 last year and a 10-year average of 78. This is the lowest condition of the apple crop ever reported in California on June 1st. Prospects are comparatively poor in the principal producing district, and unusually poor in Gravenstein sections of Sonoma and Napa Counties.

The condition of the commercial crop (that part of the total crop packed) in the United States was 66.4 per cent. of a normal as compared with 71.6 on June 1st last year. A forecast of production will not be made until the July report.

RHODE ISLAND WILL HAVE AVERAGE YIELD

PROVIDENCE, R. I., June 19, 1925.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

We anticipate that our apple crop this year will be the same as last year, approximately 70,000 barrels.

Yours very truly,
JOHN J. DUNN.

THE CANADIAN APPLE CROP, AS INDICATED BY PRESENT CONDITIONS, WILL BE AS LARGE AS LAST YEAR'S

Reports emanating from the apple-producing areas of the various provinces in Canada carry the promise that the harvest of 1925 will be fully as great, if not greater, than the yield gathered in 1924. The detailed reports set forth below are, of course, preliminary prognostications based upon observance of the early development of the orchards. Barring adverse weather conditions, it is entirely probable that the final results will bear out the predictions of heavy production which are made at this time.

British Columbia

Winter injury has caused considerable damage to both tree and small fruit throughout the province, reducing the fruit prospects in many districts. On the other hand, the season compares favorably with last year for earliness, while moisture conditions are generally good for tree growth.

The apple crop in the Armstrong, Vernon, Okanagan Center, Kelowna and Keremeos sections points to a decrease. The Summerland, Penticton and Naramata sections show an increase, while West Bank and Peachland remain the same as compared with last year. This will indicate approximately 15 per cent. decrease in the crop for the entire district over 1924.

There is practically no winter injury in the Arrow Lakes district. Blossom indications are for apples to be a heavier crop than in 1924.

Apples in most parts of the Kootenay district, with the exception of Creston, are showing an increase over 1924. Owing to severe winter injury in the latter district, it is expected that not more than 40 cars of apples will move this season as compared with 300 cars last year. In the West Kootenay section, apples generally show a 15 per cent. increase.

Ontario

All fruits have come through the winter in good condition and show a wonderful display of bloom. In scattered sections few trees are reported girdled by mist, but the damage from this cause is not serious. Although the spring opened up two weeks earlier, the prolonged cool weather has retarded growth, making the season as late as last year. The weather has been ideal for spraying, resulting in orchards generally receiving better attention.

Western Ontario

All varieties of apples show heavy bloom. Kings and Greenings are equal to last year. Spies and Baldwins 200 per cent.: Duchess, Snow and Ben Davis, 50 per cent.: McIntosh, 125 per cent. of last year. In some orchards the Snow bloom shows frost injury.

In the Lake Erie district all apples show full bloom except Baldwins, which are almost a failure, making the crop about the same as last year.

In Lambton County the late varieties of apples promise a crop equal to last year. The blossom of early apples has been damaged by frost and indicate a reduction in the crop.

Throughout Huron County, indications at present point to a heavy crop of all varieties of apples with the exception of Baldwins, which are light.

In the southwestern counties considerable numbers of trees have been girdled in sod orchards. The frosty nights during the latter part of May have reduced the crop prospects by 40 per cent. to 50 per cent. Baldwins are very light, Spies, Greenings, Kings, Russets indicate 60 per cent. and early varieties 70 per cent.

Eastern Ontario

Very little damage is reported from the severe frost during the latter part of May. This is, no doubt, due to the fact that the blossoms were not sufficiently advanced. Throughout eastern Ontario there is an abundance of bloom on nearly all varieties of apples, which makes it difficult to estimate what the outcome will be. Spies and McIntosh are particularly full of bloom, while Baldwins are somewhat light. Owing to the dry spring season and the thoroughness of spraying done throughout the district, there is very little development of scab.

In the Oshawa-Whithy territory, Greenings, Starks, Russets and McIntosh have sufficient bloom for a good crop. Spies are heavy.

The Newcastle-Bowmanville district reveals most varieties have a good showing of bloom, except Baldwins and Wealthies, which are light.

In the Cobourg-Port Hope section trees show no winter injury and very little damage on account of early frosts. All varieties of fruit have good showing of bloom.

Throughout the Brighton-Trenton locality all varieties of apples have heavy blossom and indicate 50 per cent. more than last year. Spies, McIntosh and Snows are particularly heavy, while Russets, Cranberry and Starks are good, but Baldwins and Manns are somewhat light.

In Prince Edward County early apples are light, while the late varieties indicate a good crop.

The Prescott, Iroquois and Morrisburg communities report that while the apple crop will be light in some orchards, there are several young orchards coming into bearing this year which should make the crop equal to last year. McIntosh, Fameuse and Wealthy show a good crop, with Duchess and Yellow Transparent light.

Quebec

Although the spring opened early in the province of Quebec, the prolonged cold weather during May has made conditions equal to the conditions of last year at this date. The severe frosts during May have done serious damage in districts where the blossoms were advanced.

Around Hemmingford-Covey Hill some winter injury is reported to young trees, having affected the top branches, but crop prospects are good for Fameuse, McIntosh, Russets, Ben Davis, Spy and Tolman Sweet. Early varieties are lighter than last year.

In the region of Chateauguay-Woodlands all varieties of apples indicate 20 per cent. better than last year.

In the region surrounding Oka-St. Joseph du Lac most fruit trees are full of bloom and a heavier crop than last year is promised by approximately 75 per cent.

New Brunswick

Fruit trees in the St. John Valley came through the winter in good condition. There are excellent prospects for good apple bloom, but it is too early to give any actual crop estimate.

Nova Scotia

Generally speaking, all trees wintered well in Nova Scotia, there being very little winter injury to apple and pear trees. Although the apple crop prospects are uncertain at this time, the bloom indications throughout the Annapolis Valley point to a big apple crop. However, warm weather is needed to bring the blossoms out to full bloom.

BRITISH COLUMBIA'S CROP OF 2,500,000 BUSHELS WILL BE MARKETED IN BOXES AND CRATES

DEPARTMENT OF AGRICULTURE
VANCOUVER, B. C., June 18, 1925.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

I beg to advise you that the estimated apple yield of British Columbia will run about 2,500,000 boxes this year according to present indications and estimates, which is slightly less than 1924.

I also beg to advise you that there is no barrel packing whatever in British Columbia. Crates and boxes are all that we use.

I would appreciate a copy of your report when finished.

Yours very truly,
ROBERT G. L. CLARKE,
District Fruit and Vegetable Inspector.

250,000 BARRELS OF APPLES WILL BE GATHERED IN THE PROVINCE OF QUEBEC

DEPARTMENT OF AGRICULTURE
PROVINCE OF QUEBEC
QUEBEC, June 19, 1925.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

Replying to your favor of the 12th inst., I have pleasure in informing you that the prospects for the apple crop in our province are very good.

There was no winter injury in our commercial apple growers' district, and the weather was very fine during blossom time. It is expected that the crop will amount to about 250,000 barrels.

With kindest regards, believe me

Yours very truly,
J. H. LAVOIE,
Chief of the Horticultural Service.

PROVINCE OF SASKATCHEWAN PRODUCES NO APPLES

OFFICE OF THE DEPUTY MINISTER
REGINA, SASKATCHEWAN, June 16, 1925.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

In reply to yours of the 12th instant, I beg to state that Saskatchewan is not a producer of apples, although a number of varieties adapted to this region are now being introduced.

Yours faithfully,
F. H. AULD,
Deputy Minister.

BRIEF REPORTS FROM APPLE PRODUCERS IN VARIOUS CENTERS

New York

F. S. Hayden, Wyoming, N. Y., estimates that his section will produce a crop 65 per cent. normal. He remarks on the general situation that conditions show wide diversion throughout the territory, observing that "some orchards are reporting a poor set, while other orchards of similar variety trees report an unusually good set." His estimate of the number of barrels to be used is 50,000. He has already purchased the cooperage which he will use this season.

G. E. Ward, Ravena, N. Y., states that a 50 per cent. normal crop will be harvested in the territory contiguous to Ravena. 25,000 barrels will probably be required for the pack in this section. Mr. Ward's individual requirements will be about 3,000 barrels, for which he is now in the market.

Clark Allis, Medina, N. Y., describes prospects in this section as "not very good," placing his estimate of the probable yield at 40 per cent.

W. H. Hart, Arlington, N. Y., gives the substantial figure of 60 per cent. as his estimate of the coming crop. He further informs us that Baldwins and Greenings are showing rather poorly, but McIntosh and Spy promise a heavy yield. Mr. Hart's crop is usually marketed as extra fancy stock, for which reason he uses the smaller sizes of our packages exclusively.

Seymour Purdy, Penn Yan, N. Y., cannot see more than 40 per cent. of a normal crop in present prospects. His detailed description of the general outlook contains the following: "The present outlook is very poor—crop very light and fruit small for this time of the year." The Penn Yan territory will use about 10,000 barrels this season.

Fred Carlton, Wyoming, N. Y., states that the surrounding territory will yield a crop approximately 50 per cent. normal, for which about 35,000 apple barrels will be required. Mr. Carlton has already placed orders for stock for 20,000 barrels, which will probably cover his requirements for the year.

Benson R. Frost, Rhinebeck, N. Y., sends us the information that his community will produce about a 60 per cent. normal basis.

L. H. Woodward, Warsaw, N. Y., informs us that an 80 per cent. crop is looked for in his locality which will necessitate the use of approximately 15,000 barrels. Mr. Woodward qualifies his forecast with the statement that "the full effect of drought is not yet apparent."

Fred B. Parker, Batavia, N. Y., places a limit of 80 per cent. on the coming crop. The packers in the Batavia region will need about 20,000 barrels to cover their requirements. Mr. Parker will use about 800, for which containers he is in the market. He remarks that the general outlook is "very good."

W. P. Rogers, Williamson, N. Y., writes us that his territory will yield a maximum of 60 per cent. of the normal crop. He states that the outlook is better than usual, and that the fruit looks to be of better than ordinary quality.

Frank E. Rupert, Geneva, N. Y., reports the following percentages for Ontario County: Baldwins, 40 per cent.; R. I. G., 50 per cent.; Spy, 85 per cent.; other varieties, 50 per cent. He describes the general outlook as being very promising.

E. P. Brotzman, Binghamton, N. Y., gives us the prize estimate of the year. He places the probable yield of the section around Binghamton at "zero," adding that "the frost of May 26th killed all the fruit in this section."

Virginia

Stewart Bell, Winchester, Va., advises The Journal that June indications point to a crop about 33 per cent. normal in that section. His estimate of the number of barrels likely to be used in and around Winchester is 150,000.

Malcolm Griffin, Big Island, Va., describes prospects in his locality as promising a very short crop, probably only 10 per cent. normal. About 5,000 barrels will be used in this vicinity, of which number Mr. Griffin will use about 1,000. He is in the market for these containers.

J. F. Brown, Winchester, Va., informs The Journal that the crop in that community will do handsomely if it reaches 30 per cent. normal. Ninety per cent. of the pack will probably go into barrels. Mr. Brown remarks on the general outlook as follows: "I do not think that I have underestimated prospects—my own orchards will probably not yield over 10 per cent. of a normal crop." He has already covered his requirements for barrels.

M. M. Orndorff, Strassburg, Va., says that the crop in his section has been heavily damaged by recent frosts and will not total more than 10 per cent. normal. Mr. Orndorff's barrel requirements have been met.

J. W. Nethers, Nethers, Va., estimates the coming crop at about 30 per cent. normal, a severe hail storm having ruined what prospects might have existed for a larger yield. The territory surrounding Nethers will use about 2,000 barrels this year.

J. E. Hoffman, Roanoke, Va., president of the Hoffman Orchard Co., Inc., fixes five per cent. of normal as the probable yield of the orchards in his community. Supporting his estimate, he states: "We expected 75 carloads, but our production will not exceed three carloads this season. Other growers have suffered similar losses." 2,500 barrels will probably suffice for the needs of the entire section.

D. B. Owen, Doylesville, Va., manager of the Rockland Orchards, predicts a crop approximately 40 per cent. of normal. According to Mr. Owen, the crop will be very "spotty," some orchards producing fair to full yield, while other adjacent ones give promise of practically nothing. From 10,000 to 15,000 barrels will be required to market the crop of this area. The Rockland Orchards have already placed their orders for containers.

H. L. Bonham, Chilhowie, Va., vents the opinion that the local crop will be from 20 per cent. to 25 per cent. normal. Mr. Bonham, whose orchards produce fully half of the apples grown in this section, will pack his yield in both boxes and barrels. He has already bought his stock.

G. Gray Barnhart, Crimora, Va., expects a 60 per cent. normal crop in his locality. He remarks that the general outlook is " good," and he will be in the market for about 2,000 barrels.

H. L. Snavely, Crockett, Va., forecasts a 50 per cent. crop in his territory. He places the general barrel requirements at about 3,000. His individual requirements will be approximately 1,000 barrels, which he will buy locally. Describing the general situation, he states that the crop of Yorks will be almost a complete failure—there will be no early apples and but few of the summer variety.

R. S. Childress, Boone Mill, Va., forwards the information to the effect that the orchards in his particular section of the State will produce about a 35 per cent. average crop.

J. Frank Jones, Washington, Va., inclines to the view that his locality will yield about 65 per cent. of normal. It will require approximately 100,000 barrels to take care of the pack around Washington. Mr. Jones has already purchased his quota of barrel stock, and makes observation that a great many of his fellow packers have also supplied themselves with the necessary containers.

P. H. Gold & Co., Winchester, Va., expect a 33⅓ per cent. crop in the territory contiguous to Winchester. They estimate that 300,000 barrels will be used in this region. Their remarks on the general outlook contain the following: "Owing to uneven crop in respective orchards and sections, the probable yield is very hard to estimate. Apples are of good size and growing nicely."

McCue & Son, Greenwood, Va., look for a crop of approximately 35 per cent. normal. They state that the crop is light, but is growing nicely. They will be in the market for about 1,500 barrels.

The Montrose Fruit Co., Inc., Lynchburg, Va., report prospects for a 25 per cent. yield. According to their communication, the production will be greatly influenced by the care which the trees in the larger orchards receive. Their pack will be marketed in barrels, which have already been provided.

William B. Alwood, Greenwood, Va., states that the crop in his community holds forth prospects of a 25 per cent. yield. In his remarks on the general outlook, Mr. Alwood informs The Journal that the fruit is in good condition at present, but it has suffered some hail damage over limited areas. Mr. Alwood will use barrels for this season's pack, the containers being bought locally.

William Boyd, Roseland, Va., forwards the information that his section promises a 30 per cent. yield, for which, in his opinion, 50,000 barrels will be used. Mr. Boyd has already purchased his packages.

Fred Bartenstein, The Plains, Va., writes that a 30 per cent. crop is looked for in the surrounding territory. On the general outlook, he remarks that "the crop is clean but light." Mr. Bartenstein will need about 3,500 barrels for this season's pack, which he will probably buy from local coopers.

Jack Garst, Boone Mill, Va., advises that his community will produce approximately 50 per cent. of the normal yield. 20,000 barrels will probably be used in this particular section for this season's pack. Mr. Garst has already secured his supply of stock.

D. C. Acker, Broadway, Va., informs The Journal that a 30 per cent. normal crop will be harvested in his locality. He describes the general outlook as being something less than "fair."

C. E. Blue, Charlottesville, Va., writes that the Charlottesville section will harvest about 50 per cent. of a normal crop. In his general remarks he states that the orchards which have received scientific attention will yield heavily, but that the crop throughout the section will average very light. Mr. Blue will need about 4,000 barrels, for which he will be in the market before harvesting.

C. W. Keyser, Linden, Va., tells The Journal that his community will yield approximately 50 per cent. of a normal crop. About 20,000 barrels will be used in the local territory. He comments upon the general outlook as being "good at the present time."

J. P. Grasty, Coleman Falls, Va., forecasts a 50 per cent. normal crop for the community surrounding Coleman Falls. Mr. Grasty will be in the market for about 1,000 apple barrels. Relative to the general situation, he states "dry weather has prevailed generally throughout the Piedmont apple section, causing a heavy drop. The fruit is not growing satisfactorily, and should we not have more rapid development in the next few months, sizes will likely be small."

J. R. Wickersham, Harrisonburg, Va., reporting for the Rockingham Apple Growers' Corporation, places 50 per cent. as the limit yield in his section, amplifying his report with the statement that the freeze of April 20th inflicted serious damage on orchards in general, and almost entirely wiped out the orchards on the northern exposures. The Rockingham Apple Growers' Corporation will use approximately 5,000 barrels, on which supply they will be glad to receive quotations.

J. L. Phillips, Linden, Va., reporting for the Piedmont Orchard Co., makes the prediction that the crop around Linden will average from 40 to 50 per cent. of normal. His estimate of the number of barrels that the surrounding territory will need is placed at 20,000. The Piedmont Orchard Company has already placed their stock order. Relative to general conditions, he states that "good quality apples are promised."

West Virginia

E. L. Henshaw, Martinsburg, W. Va., subscribes to the opinion that the surrounding apple area will produce on a 50 per cent. normal basis. Martinsburg is in the heart of a splendid orchard country, and it is probable that about 400,000 barrels will be needed for this season's pack. Mr. Henshaw advises us that the "fruit is clean and growing good."

J. W. Johnson, Alderson, W. Va., gives as his estimate of the local crop a yield of approximately 15 per cent. Due to the unusually poor crop of last year, a great many barrels which were purchased at that time were carried over, and it is possible that but very little additional stock will be necessary to care for the 1925 pack.

Appleland Farm, New Cumberland, W. Va., sends us the inspiring prediction that the yield in the vicinity of New Cumberland may reach as high as 80 per cent. 30,000 barrels will probably be used in this section, the greater part of which supply has already been purchased.

C. P. Waugh & Sons, Wellsburg, W. Va., expect a 30 per cent. crop in the surrounding region. The Waugh orchards suffered great damage from the late frosts, and, according to their report, it is very problematical as to whether or not they will have any crop at all.

Pennsylvania

P. T. Fenstermacher, Allentown, Pa., says that his community will probably yield a 50 per cent. normal crop. Few barrels will be used, as most of the apples in this section are marketed locally in small containers.

Dr. E. L. Simpson, Westfield, Pa., hands us an estimate of 50 per cent. normal for his locality. While there will be a substantial number of barrels required this season, Dr. Simpson could not hazard a guess as to the approximate number. He further states that, due to recent heavy frosts, practically all the early fruit was killed and the late varieties very probably greatly retarded in their development.

H. Maurice Wertz, Waynesboro, Pa., places a limit of 35 per cent. on the yield in the Waynesboro area. Even with this curtailed production, he predicts that 75,000 barrels will be used this season.

Sheldon W. Funk, Boyertown, Pa., puts forth the optimistic forecast of an 80 per cent. crop. He supports his optimism with the statement that "most varieties have set very well and are in good condition."

W. E. Grove, York Springs, Pa., estimates that his section will produce a 50 per cent. crop.

C. M. VAN AKEN
COOPERAGE CO.

BUYERS AND SELLERS OF

Staves, Hoops
Heading
and
COOPERAGE SUPPLIES

Promptness is our Motto

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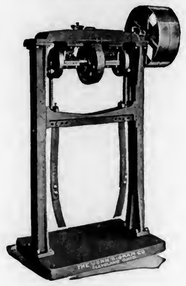

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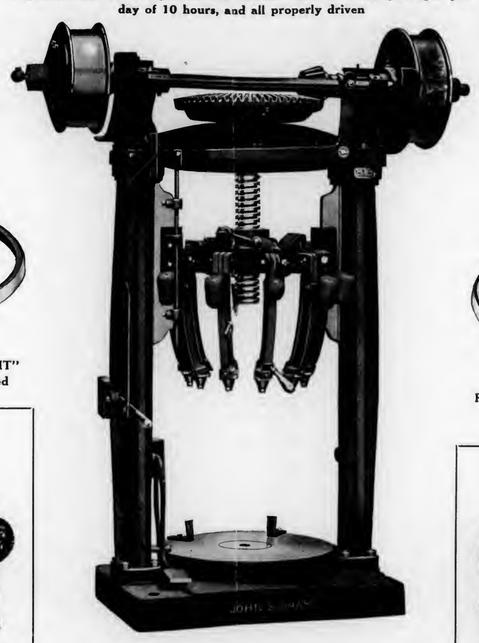

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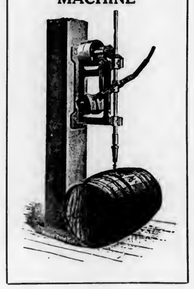
BUNG BORING MACHINE



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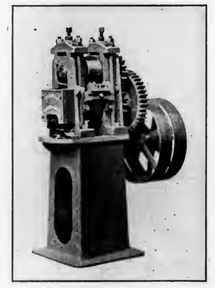

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BARREL LATHE

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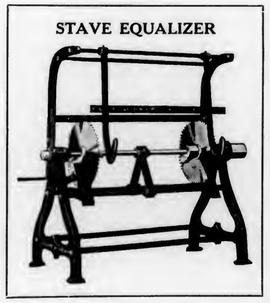

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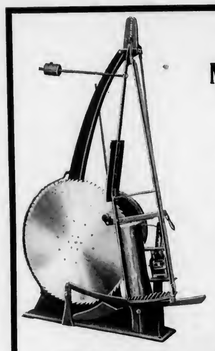

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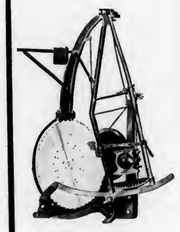

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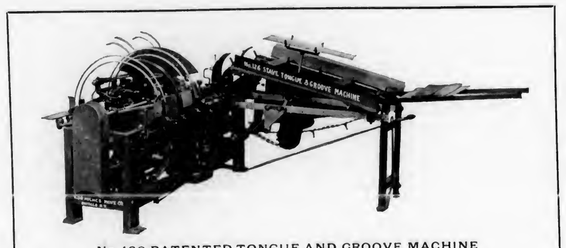

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Missouri

HUNT BROS. FRUIT CO., ST. JOSEPH, MO., expect a 65 per cent. crop throughout their section. They estimate that approximately 100,000 barrels will be necessary to market the local crop. For their individual requirements they have already purchased stock for 10,000 barrels and are in the market for from 10,000 to 15,000 made-up barrels. On the general outlook they state that the early apple crop will be short, but that the late apples are developing better prospects than they did at this time last year.

W. A. BISCHOFF, ROCKPORT, MO., risks the opinion this his section will produce at least a 50 per cent. crop. He also informs us that few of the apples grown in his section are marketed in barrels.

DR. E. L. BEAL, REPUBLIC, MO., is probably the most optimistic of all our correspondents. The doctor fixes his prediction of the coming crop at 100 per cent. normal, adding that the general outlook is "very good." About 15,000 barrels will be purchased by the apple growers of this section to take care of this season's marketing.

H. C. METZ, FOREST CITY, MO., makes a forecast of a 25 per cent. crop for his locality. His communication carried no information as to the number of barrels which would probably be used by local packers for this season's output.

C. C. BELL, BOONVILLE, MO., gives us the more or less depressing statement that a very heavy hail storm which visited the Boonville region on May 15th almost totally destroyed the splendid apple prospects which existed prior to that date.

W. A. IRVIN, SPRINGFIELD, MO., raises our spirits with a prediction of a 75 per cent. crop. The Springfield section was also visited by hail and the apple trees materially damaged. Mr. Irvin's report on the general outlook gives the following details as to probable yield: Ben Davis, 100 per cent.; Jonathan, 60 per cent.; York Imperials, 33 per cent.; Ingram, 40 per cent.; other varieties, 50 per cent. The Springfield territory, according to Mr. Irvin, will absorb about 10,000 barrels, of which total he will be in the market for 500.

KELSEY ORCHARD CO., BROOKFIELD, MO., holds the opinion that their territory will yield about 50 per cent. normal. They will need 5,000 barrels for their own use, for which containers they are in the market. Relative to general conditions, they state "crop cut down by frost, but we will have a fair yield of good quality."

JOSEPH JENNINGS, LEE'S SUMMIT, MO., hands us the forecast that his community will produce not to exceed 20 per cent. of normal crop. He adds that fruit prospects were materially injured by late cold winds and frosts, and that the quality will probably be somewhat below par. Mr. Jennings markets his apples in the orchard, and as a consequence will use no barrels.

THE RIVERVIEW ORCHARDS, MCBAINE, MO., inform us that a 60 per cent. crop will be harvested in that section. The greater portion of this yield will go to market in barrels. The Riverview Orchards will require 3,000 barrels for which they are in the market at this time. Their description of the general outlook contains the the following: "Boone County suffered quite a bit of blight injury to the Jonathan species as well as considerable damage from hail."

Illinois

H. M. DUNLAP, SAVOY, ILL., fixes 60 per cent. as the probable yield in his community this year. According to Mr. Dunlap's communication, he will be in the market for stock sufficient for 50,000 barrels.

L. R. BRYANT & CO., PRINCETON, ILL., characterize the coming crop as a failure. The dolorous information is supported by the following statement of prevailing conditions: "Frost on May 25th left only scattering apples in this county (Bureau). Presume the same is true in all of northern Illinois."

LILLY ORCHARD CO., NORMAL, ILL., hazard the prediction that 50 per cent. will cover this year's production in their community. This should be an authoritative statement, inasmuch as the Lilly Orchard Company operates the only commercial orchard in this community. They will need about 1,500 barrels, for which they are now in the market.

DR. G. A. MCMILLIN, ALTON, ILL., cannot see more than 25 per cent. normality in the coming crop. Even with this low estimate it is probable that 200,000 barrels will be used in the Alton region. Dr. McMillin comments that "the general outlook is bad. On May 24th a heavy freeze killed much corn and potatoes and badly injured lowland apples which had already been damaged by bloom blight. The freeze was followed by very hot, dry days. These unfavorable growing conditions were aggravated by the fact that for the past few months there has been no sustained rainfall in this locality." From the foregoing it can be seen that the doctor's estimate of a light crop is not illogical.

JOHN J. KEITH, ALTO PASS, ILL., states that an 85 per cent. crop will be harvested in his locality, which will consume about 5,000 barrels. Mr. Keith will need 1,000 barrels, for which he is now in the market. On the general outlook he says: "Early apples will be packed in baskets, the late varieties mostly in barrels. There will be a good crop of all species except Winesaps, which will yield about 66 per cent."

Indiana

ABRAHAM'S ORCHARDS & NURSERY, MARTINSVILLE, IND., send us the information that the apple production in their territory will probably be about 60 per cent. for this season. Growing conditions have been very poor, as may be inferred from their remarks on the general outlook, from which we quote: "No peaches. No berries. Some apple trees normal yield, some very light or none. Grimes and Winesaps especially short." The Abraham's Orchards will use no barrels this year, as their entire crop is marketed locally in small containers.

C. O. LEMMON, PETERSBURG, IND., describes local prospects as promising a 50 per cent. yield, which condition is ascribed to the facts that the trees have suffered considerably from blight and that the spring rainfall has been very scant. Local markets consume practically all the apples grown in this section, for which reason very few barrels will be used.

PAOLI COMMUNITY ORCHARDS, PAOLI, IND., exhibit inspiring faith in the productivity of their section. They predict an apple crop of 100 per cent. They place the number of barrels likely to be used in their locality at 4,000. Their individual requirements were not set forth in their communication.

E. A. SCHULTZE, LAUREL, IND., manager of The Laurel Company, states that a recent freeze practically ruined the local crop and that the production will not total more than 20 per cent. normal in Laurel County.

PENNINGTON-GEISLER CO., EVANSVILLE, IND., informs us that the probable yield of Henderson County, Ky., which is across the river from Evansville, Ind., will be 25 per cent. normal. This crop will entail the use of about 25,000 apple barrels. While the Pennington-Geisler Company does not pack apples on their own account, they handle a large percentage of the yield of Henderson County, Ky., and are thoroughly conversant with the apple situation in that area.

H. F. BURK, ELBERFELD, IND., places his estimate of the coming crop at 50 per cent. normal. According to his opinion he will need about 4,000 barrels, for which he is in the market for quotations.

Michigan

L. R. TAFT, EAST LANSING, MICH., confines his estimate to 30 per cent. of a normal crop of winter apples. He informs us that the local requirements for barrels will be about 500 containers, inasmuch as most of the fruit in this section is marketed in smaller units.

FENNVILLE FRUIT EXCHANGE, FENNVILLE, MICH., looks upon present prospects as indicating a crop of about 50 per cent. normal. Approximately 30,000 barrels will be used to market the apples growing in this section. The barrel requirements of the Fruit Exchange have already been covered.

H. BARNUM, BAILEY, MICH., is convinced that the surrounding territory will produce an 80 per cent. crop of apples. Mr. Barnum states that general conditions continue to indicate a satisfactory yield.

FROST FRUIT FARM, LOWELL, MICH., estimate the production of their territory at about 50 per cent. of normal. About 5,000 barrels will carry the harvest in this locality. The Frost Fruit Farm will use 2,000 barrels, for which they are now in the market. Their comment on the general outlook carried the information that Baldwins promise a very light crop, with other varieties only slightly better. Late frosts wrought considerable damage in this region.

Vermont

C. J. FERGUSON, BURLINGTON, VT., a director of the Grand Isle Orchard Co., writes us that a 70 per cent. crop is expected in his community. It is probable that about 10,000 barrels will be used this year. The Grand Isle Orchard Company, Burlington, Vt., is in the market for 3,000 barrels, upon which they would be very glad to receive quotations.

A. T. CLARK, VERGENNES, VT., sets 60 per cent. as a conservative estimate of the coming crop. Vergennes and vicinity will consume probably 1,000 containers. Mr. Clark will need 200 barrels, for which containers he is now in the market. His statement on the general outlook sets forth that if there is a heavy June drop the above estimate will be reduced proportionately.

A. A. HALLIDAY, BELLOWS FALLS, VT., is one of the optimists of the fruit-growing fraternity. His estimate of the crop is a full 100 per cent. According to Mr. Halliday's communication, present prospects could hardly be improved.

Maryland

THE APPALACHIAN FRUIT GROWERS, CUMBERLAND, MD., state that present conditions indicate a prospective apple crop 20 per cent. normal, with the outlook characterized as "poor." In consequence of the expected light production, they will use only five carloads of barrels, for which they are now in the market.

WHITEFORD BROS., WHITEFORD, MD., express the opinion that the crop in their community will not total over 50 per cent. normal. They expect to use 1,500 barrels for this season's pack. They are in the market for these containers, and desire quotations f. o. b. Whiteford Station, M. & P. R. R.

CHAS. A. SMITH, CLEAR SPRING, MD., places his estimate of the coming crop in his section at 40 per cent. Mr. Smith will use barrels for his harvest. He has already provided the necessary containers.

Arkansas

G. M. LINCOLN, BENTONVILLE, ARK., writes to advise that the apple crop around Bentonville promises a 100 per cent. yield. He also informs us that in his opinion approximately 50,000 barrels will be used to market the pack in this territory. Mr. Lincoln's individual barrel requirements are secured from local coopers.

J. W. STROUD, ROGERS, ARK., answers our inquiry with the statement that he looks for a 75 per cent. crop in the surrounding territory. His estimate of the number of barrels that will be used in his section is placed at 100,000. He has already purchased his containers.

THE COOK ORCHARD CO., FAYETTEVILLE, ARK., confirms the general opinion of a good prospective crop in this State with an estimate of 90 per cent. as the probable yield. They characterize the general outlook as "fine," qualifying the description by the observation that rain would help conditions greatly. The Cook Orchard Company are in the market for 5,000 barrels, which they desire set up with two wooden hoops and the balance steel. They will be glad to receive quotations on these containers.

Miscellaneous

G. S. CHRISTY, JOHNSON, NEB., secretary, Fruit Growers' Association, volunteers the information that a 40 per cent. crop will be harvested by the members of his association. Concerning the general outlook, he states that "apples are thin on the trees, but are developing finely and promise excellent quality." His association will use about 15,000 barrels, for which they are now in the market, and will consider quotations.

H. & R. STITES,, HENDERSON, KY., hold to the opinion that territory contiguous to Henderson will furnish a crop about 60 per cent. normal. Approximately 10,000 barrels will be used in this area. They, individually, will use from 4,000 to 5,000, for which containers they are now in the market. Relative to the general situation their communication states "early dry weather may cut the size of the fruit to a slight extent; however, there has been wonderful development since the recent rains; most growers are spraying and the fruit looks healthy and clean."

J. J. BOLENDER, CHILO, OHIO, advises that a 25 per cent. normal crop will be harvested in his locality. Some enterprising cooper has a potential prospect in Mr. Bolender, inasmuch as his communication states, "we haven't decided yet which we will use—barrels or boxes."

J. M. BECHTEL, HAMBURG, IOWA, expects a 45 per cent. yield in the Hamburg region this year, although he further states that it is almost impossible to make an accurate estimate until after the "June drop."

HARRY L. YOST, BOISE, IDAHO, informs us that personal observation of conditions leads him to expect a 95 per cent. crop in the surrounding territory. This is a box and basket region and very few, if any, barrels will be used here this year.

FRED C. AHLSTRAND, FRUITLAND, IDAHO, sets 66 per cent. as the probable apple yield in the Fruitland region. No barrels are used in this section.

E. D. CURTIS, BANTAN, CONN., is another enthusiast who sees a 100 per cent. normal crop in prospect. Mr. Curtis' entire harvest will be marketed locally, for which reason he will use no barrels this year.

H. M. ROGERS, SOUTHINGTON, CONN., makes the prediction that his locality will yield a crop 85 per cent. normal. His remarks on the general situation set forth the following: "Early apples light; fall apples only fair crop. Baldwins set full where there was bloom, crop well cared for and conditions good for growth." About 20,000 barrels will be used in the Southington section this fall.

C. L. GOLD, W. CORNWALL, CONN., expects a 65 per cent. crop in this locality. The local area will consume about 3,000 barrels for the fall pack. Mr. Gold is in the market for 1,500 barrels upon which he desires quotations.

Midsummer Demand for Barrels in the New Orleans Territory Finds its Origin in Many Different Lines. Asphalt Barrels Should be Tongued and Grooved

The regular shipping season for green vegetables has long since passed, but still some lots are being shipped and some barrels used, though the demand is small compared with what it was earlier in the season. Some barrels are also being used for new potatoes, but by far the greatest demand for the produce grade of barrels is for the shipment of green corn. The shipments of green corn grow larger every year, and so there are more corn barrels used this summer than ever before.

The acreage planted in cucumbers in this section is unusually large this year, so the demand for pickle barrels will be good, though deliveries will not be called for until much later in the season. The little cucumbers are first put in large vats for pickling, then they are transported in tank cars, after which they are usually barreled before they are finally packed in the familiar little glass bottles. Some of them, however, never reach the bottles, being retailed to the consumers from the barrel by grocers who have the right idea.

About the only sugar available for this section now is from Cuba, and the great refineries here are still at work transforming Cuban raws into granulated and, incidentally, making a good many barrels in their own shops, or buying freely from the regular trade.

Bottle Barrels Moving Briskly

The heated term began early this year, and the bottlers of soft drinks improved the cooperage trade during an otherwise rather slack period by using barrels in a good many ways. Out in the farming and berry-growing sections the juices of fruits and berries of certain grades are extracted, mixed with sugar that is bought in barrels, then the mixture is filled into high-grade tight barrels. When these barrels reach the bottling works and are emptied they are thrown on the market as used packages. The sugars that the bottlers add to these extracts in making their beverages are bought in barrels, and these used barrels also find their way into the second-hand trade. It is rather curious to note that the bottlers who dispose of so many used barrels are also good buyers of new barrels of a lower grade, but at a price rather higher than they have received for their used packages. Barrels for bottles are usually of a size much smaller than the sugar barrels, so the bottlers sell their old sugar barrels and buy new bottle barrels.

A few fish barrels of various small sizes are being used, and also a few large high-grade slack barrels for dried shrimp, but, of course, there is now no market for oyster or fresh shrimp barrels.

About the only line in which there has been no falling off is the coffee barrel, which is still in demand, being used in small quantities every year and all the year.

Demand for Salt Barrels Unstable

Now and then some salt shipper calls for a good lot of barrels or stock for a special order of his products, and when these are used will change his grade, and can not tell when he will use barrels again. Salt barrel orders are good when they come, but they are not to be relied upon, the demand for salt in barrels being uncertain.

No one seems to be doing much in the lard barrel line at present, but all the larger grocers in this town, while handling lard in tin cans and buckets for their own convenience, carry, as part of their regular stock, barrels of lard for the convenience and profit of their customers. The number of barrels so used is considerable, and somebody makes them, though one of our coopers remarked, "The only time I ever see any lard barrels is when I get in a load to re-cooper and send back to the refinery."

Asphalt Barrels Should Be Tongued and Grooved

Shippers of asphalt sometimes have trouble in getting their barrel orders filled to their satisfaction. The requirements for an asphalt barrel are so exacting that when a cooper solicits an order in this line he is usually very much relieved when he fails to get it, and is inclined to pity the rival who lands the business. The ordinary slack barrel, constructed only for cheapness, will leak when filled with hot asphalt. Tight barrels are too expensive, also too heavy, and, under the heat of their fresh contents, are quite as likely to leak as are the slack barrels. The difficulty is capable of a very simple solution. Use the kind of timber the asphalt shipper specifies, and make the barrels well, using tongue and grooved staves. Made in this way, the barrels will give satisfaction and yield a living profit, while packages not in accordance with these specifications will cause loss and dissatisfaction.

Whether sugar refiners admit it or not, it still remains a fact that the proper package for finely granulated sugar is the tongue and grooved barrel, which can be used without the troublesome and expensive paper linings.

There are several small lines of finely-powdered products manufactured here for which no satisfactory package has been found, and for which no satisfactory package will be found until shippers adopt the tongue and grooved barrel.

Exports Active

With the coming of summer the shipments of stock in shook form to Cuba have increased, though during the last month Argentina has been our best foreign customer, with Mexico as a close second.

In Tampico, Mexico, I. B. Sutton & Co. have erected and now have in operation a plant for the manufacture of nails. This plant should use nail kegs at the rate of some six thousand a month. This might be worth looking into by those who are interested in this class of package, or the stock of which they are made.

Prizes for Tree Growing

Encouraged by the prizes offered by the State and by the large lumbering interests, thousands of boys in Louisiana are competing with each other in the planting and caring for trees, and in caring for and protecting the trees already growing on their fathers' farms. By the time these boys are middle aged the trees they are now planting will be suitable for cooperage purposes, and, without waiting for these new forests to grow up, there is yet room for new stave and heading mills.

Owing to the dampness of the climate and the swampy nature of much of its soil, Louisiana has usually been free from the forest fires such as are so destructive in some other sections. During the late drought, now a thing of the past, stumpage loss through fires was rather heavy. Public opinion, however, is so strong on the subject that carelessness in the use of campfires and in the casting away of cigarette stubs is diminishing, and with the elimination of this form of recklessness the number of forest fires will be reduced to a minimum.

During the several unusually dry months the weather was highly favorable for the operation of mills in the timbered sections of the South, but the mills have been operating on a very conservative basis, and none of them have any excessively large stocks to offer.

Sugar Barrel Outlook

Indications at present are that there will be very little demand for barrels or stock among the smaller sugar mills during the coming grinding season. The present outlook for that market is not good, and it will probably be two years yet before that line of business assumes any great importance, though that time will come.

Although many beaded, flat steel hoops are now being used, the elm hoop has not by any means gone out of fashion. Production has decreased, and the demand is still equal to, if not greater than, the supply.

Louisiana has no appreciable quantity of apples to ship, and uses very few barrels for that purpose, but still there is some apple-barrel stock sold on this market. There is no apparent reason why this ordinary apple-barrel stock should not be used for produce barrels. Some of it is so used, but it is not very popular. Perhaps it needs a little promoting.

An Opportunity for Cooperage Exhibit

Interest in the permanent international trade exhibition that will open here during September is growing, and large amounts of space are being taken by both domestic and foreign manufacturers. When this display opens it will certainly be seen by every visitor to this city, and as almost every exhibit will be attended by a selling agent the exposition will be a great business center. It is to be hoped that some cooperage firm will decide to send an exhibit. A good display of barrel-making machinery would be a great attraction, and would certainly prove a profitable undertaking, both for the exhibitor and for the trade at large. The openings for missionary work through this channel are boundless. All that is needed to make the barrel even more popular than it is is a little more general education. This is an opportunity.

The stave mill of M. L. Sigman at Monticello, Ark., was recently destroyed by fire. The plant, worth approximately $20,000, is partly covered by insurance.

WANTS IN COOPERAGE LINES

A. T. Clark, Vergennes, Vt., is in the market for 200 apple barrels.

W. A. Irwin, Springfield, Mo., is in the market for 500 apple barrels.

John J. Keith, Alto Pass, Ill., is in the market for 1,000 apple barrels.

H. L. Snavely, Crockett, Va., is in the market for 1,000 apple barrels.

Lilly Orchard Co., Normal, Ill., desires quotations on 1,500 apple barrels.

G. Gray Barnhart, Crimora, Va., is in the market for 2,000 apple barrels.

Frost Fruit Farm, Lowell, Mich., is in the market for 2,000 apple barrels.

C. E. Blue, Charlottesville, Va., is in the market for 4,000 apple barrels.

Fred Bartenstein, The Plains, Va., desires quotations on 3,500 apple barrels.

Fred B. Parker, Batavia, N. Y., will be in the market for 800 apple barrels.

Malcolm Griffin, Big Island, Va., will be in the market for 1,000 apple barrels.

McCue & Son, Greenwood, Va., are in the market for 1,500 apple barrels.

G. E. L. Badlam, Rutland, Vt., desires quotations on a quantity of apple barrels.

G. E. Ward, Ravena, N. Y., is ready to consider quotations on 3,000 apple barrels.

C. L. Gold, West Cornwall, Conn., will be in the market for 1,500 apple barrels.

Kelsey Orchard Co., Brookfield, Mo., will consider quotations on 5,000 apple barrels.

H. & R. Stites, Henderson, Ky., are in the market for from 4,000 to 5,000 apple barrels.

The Grand Isle Orchard Co., Burlington, Vt., is in the market for 3,000 apple barrels.

Fruit Growers' Association, Johnson, Neb., is in the market for 15,000 ready-to-use apple barrels.

Hunt Bros. Fruit Co., St. Joseph, Mo., is in the market for from 10,000 to 15,000 made-up apple barrels.

H. M. Dunlap, Savoy, Ill., will be in the market for staves, hoops and heading for 50,000 apple barrels.

Rockingham Apple Growers' Corp., Harrisonburg, Va., is in the market for stock for 5,000 apple barrels.

Riverview Orchards, McBaine, Mo., will be in the market in the near future for 3,000 apple barrels.

H. F. Burk, Elberfeld, Ind., will be in the market for 4,000 apple barrels, on which he desires quotations.

Bayfield Peninsula Fruit Association, Bayfield, Wis., will be in the market for one car of made-up apple barrels.

Appalachian Fruit Growers' Association, Cumberland, Md., will consider quotations on five carloads of apple barrels.

Cook Orchard Co., Fayettesville, Ark., is in the market for 5,000 apple barrels having two wooden hoops and the balance steel.

ECONOMIC ASTROLOGY

If human progress maintains a fairly constant gait during the next decade and avoids such cataclysmic pitfalls as war and pestilence, the world's foreign trade will probably cross the $100,000,000,000 line about 1935.

This estimate was made by the Department of Foreign Commerce of the Chamber of Commerce of the United States, which frankly admits that it partakes of the nature of economic star reading, in response to an inquiry. It arrived at its conclusion in this way:

"For eleven years prior to 1914 the yearly increase in world foreign trade was at about the same rate as interest compounds annually at six per cent. Disturbed conditions during the war and for several years after the armistice upset the pre-war yearly gain. A semblance of stability, however, was reached in 1923, when it was estimated the total world export trade amounted to $24,000,000,000 and world imports approximated $26,000,000,000.

"If—and the IF should be in capital letters—world trade continues to progress at about the same average rate as before the war, in about twelve years from 1923, which will be 1935, the total foreign trade of all the countries of the world will have doubled the 1923 figures, and will have reached the grand total of $100,000,000,000."

The Louisville Tight Cooperage Trade Outlook Encouraging. Frost Damage to Crops Affects Demand for Slack Containers

It is reported by local tight-cooperage houses that since June 10th there has been an improvement in demand for packages, this revival not being especially heavy, nor coming from any one branch of the consuming industries, but being more or less general. Just how long it may last is a question, but it is believed that movement has started which will continue through the summer consuming period. The trade is feeling very optimistic concerning the outlook, as business has been relatively quiet since the middle of February.

Strawberry Crop Reduced 50 Per Cent.

The strawberry crop was late this year, and, due to cold weather and rain in May, production in some growing sections of Kentucky was reported as reduced by at least 50 per cent. This resulted in prices being higher than had been anticipated, but most of the producers of fruit syrups, preserves, etc., bought heavily. A substantial volume of white oak barrels is at present finding its way into this trade. The berries are picked, washed and sugared down in the barrels on the basis of a pound of sugar to a pound of berries, sent to cold storage houses where they are chilled to the freezing point and then placed in storage rooms under even temperature, where they will be held until worked up into syrups and other fruit products. During the picking season berries come in so rapidly that there is not sufficient time to prepare them as a finished product.

Paint and Varnish Trades Active

The paint and varnish trades are having a very active year, and some local manufacturers have been very busy, one house reporting day and night shifts on a full capacity basis. There is also some increase in refining operations at Louisville, the new Louisville Refining Co. having just placed a million-dollar plant in operation, this making four refineries at Louisville, including the Standard Oil Co., Aetna Refining Co. and Stoll Oil & Refining Co., while there are quite a number of jobbers and distributors.

Crop Conditions Against Packers

Crop conditions in this section are rather against the packers, frost in late May having done tremendous damage throughout Kentucky and southern Indiana. In the canning and producing sections, cucumbers, tomatoes and other crops were materially injured, with the result that a good deal of acreage had to be replanted. Dry weather following the frost, with day after day of high temperatures and winds, hindered the full maturing of the potato crop, and indications are that the demand for slack barrels for this commodity will not be so heavy as was anticipated. The country is in need of some good, soaking rains, which would improve conditions greatly.

Flour Mills Running on Fair Schedule

Flour mills have been running on a fair schedule, but shipping principally in cotton and not taking any large quantity of barrels. The big mills of the Ballard & Ballard Company will grind the last of its old wheat about June 24th, and be down a week or so while waiting for new wheat, which should start coming into the mills about June 29th. The last of the old wheat cost around $2 a bushel. New wheat is expected to open at around $1.50 a bushel to the farmer, which will probably mean flour at around $9 to $9.50 a barrel, as against a present price of $10.50 for best flour. The price of flour has declined 40 cents a barrel over the past two weeks as a result of wheat harvesting. The 1925 wheat crop is very short and indications point to gradually stiffening prices. Kentucky has an increase of about 42 per cent. in wheat production as compared with last year, but national production will show a heavy loss.

Tight Stock Market

Dry weather over the winter and spring in the southern hardwood belts permitted extensive cutting of lumber and cooperage stock at a time when mills in normal years are closed down. This has resulted in overproduction and low markets for some hardwood lumber items as well as cooperage. It is reported in the local market that red oak oil staves are being quoted as low as $30 a thousand at mill shipping points in some instances, with white oak oil staves at $35, red oak circled heading 38 cents and white oak circled heading 40 cents. Gum staves are reported at around $30 a thousand, and circled gum heading 30 cents a set. These prices are ridiculously low, but they have probably been brought about by the pressure of overproduction and the forced liquidation of inventories that were larger than the banks considered safe.

Tight Barrel Market

There has been practically no change in quotations on packages, but it is the opinion of some tight package producers that if demand improves there will be some improvement shown in price before long. Standard red oak barrels in quantities can be had at $2.50 and a shade under, white oak selling at around 15 cents a barrel over red oak. Keg prices are quite firm. The market as quoted to small purchasers is as follows:

Gallons	Red Oak	White Oak	Spirit	Charred Spirit
1	$0.65	$0.70	$1.00	$1.15
2	.75	.80	1.15	1.30
3	.85	.90	1.30	1.45
5	1.25	1.35	2.10	2.35
10	1.60	1.70	2.35	2.60
15	1.75	1.85	2.60	2.85
20	1.90	2.00	2.95	3.20
25	2.05	2.15	3.20	3.45
30	2.20	2.30	3.50	3.75
45-50	2.70	2.85	5.00	5.50
Gum barrels	2.35			

State Forester of Louisiana Addresses National Hardwood Lumber Association

V. H. Sondregger, of New Orleans, State Forester in Louisiana, made a long and interesting address on hardwood reforesting, as practiced in the Costal Plains and Appalachian sections, holding that good, marketable logs can be grown in a period of 50 years in this section which has 75 per cent. of the hardwood timber of the country, of which about 35 per cent. is in the Appalachian region. The speaker held that it was not necessary to seed the land, as cut-over lands, if not denuded, and where young stuff is given a chance, with seed trees left, will reproduce rapidly enough to permit fresh cuttings of the larger trees every fifteen to twenty years. He held that land assessed at $5 an acre as cut-over land can be carried at 37 cents per acre per year, figuring 30 cents as interest on investment and 27 cents for taxes and overhead, and that such land will cut a minimum average of 300 feet per acre annually, with a maximum of 1,500 feet.

His talk was along the lines of selective logging, with care taken of young timber so that it is not injured, and with the woods kept free of cut-over debris, such as tops, to prevent forest fires. His arguments were sound and indicative of ability to make hardwood tree growing a profitable occupation, which will produce returns within the life of the owner.

Notes of the Trade

J. N. White, president of the Louisville Cooperage Co., advised the writer that business had improved since the middle of June, and that he had hopes of seeing a steady improvement over the next few weeks. Mr. White remarked that the company's new slack barrel department was making a few packages, but that so far the department had not proven especially profitable or desirable. This division of the big tight cooperage company was established a few months ago, with the plan of installing machinery and making it a permanent department if it proved of value. No decision has been reached so far.

William A. Watts, of the Chess & Wymond Co., stated that while business was not rushing, the company is producing a few more packages than it was and that the general situation appears to be a trifle better than it was earlier in the year.

It is reported that W. E. Chess, one of the founders of the Chess & Wymond Co., Louisville, retired some years ago and now living in England, is planning a trip to America this year, and proposes to come to Louisville for a few days while on this side. Mr. Chess was a member of the concern many years ago when it was known as the Chess & Carley Co., large handlers of paints, oils, refined products, etc., and with a business of such size that a big cooperage plant was established to take care of its own cooperage needs, as well as selling some stock. Later on the oil business was sold to the Standard Oil interests, this being the real start of the Standard Oil Company of Kentucky, one of the younger but rapidly-growing companies. After the sale of the oil end of the business, the Chess interests went into cooperage production in a big way, with big timber and mill interests in Kentucky and the South.

A number of combined hardwood lumber and cooperage men were in Louisville on June 11th and 12th for the annual meeting of the National Hardwood Lumber Association, this meeting showing a registered attendance of over 800. The convention was a big success, the program being run off without hitch and without any arguments arising.

KIMBALL-TYLER COOPERAGE PLANT DESTROYED

The splendid, big cooperage plant of the Kimball-Tyler Co., at 8th and Gough Streets, Baltimore, Md., was almost completely wiped out by a recent fire, the origin of which has as yet not been determined. Both the tight and slack barrel factories, together with a newly-completed keg factory, fell victims to the flames which raged uncontrolled until the entire operation was a heap of twisted machinery and smouldering embers.

Besides the building and stationary equipment, two of the company's large delivery trucks were destroyed. Prompt action on the part of the Baltimore fire department saved such live stock as were on the premises and a considerable part of the movable equipment, although low water pressure in the fire mains, probably due to the extended dry weather of the past spring, rendered the firemen practically impotent to check the fury of the blaze which, when at its height, was one of the most spectacular that Baltimore has seen in recent years.

The loss of the plant will be but a temporary handicap to the company. Temporary offices have been established at 7th and Gough Streets, and arrangements have been completed to continue business as heretofore until a new plant, construction of which will be undertaken immediately, can be completed. Mr. Wm. L. Tyler, the president of the company, stated that the loss is substantially covered by insurance and that the erection of a factory of greater capacity than the burned one will be started as quickly as the site can be cleared of the debris.

HOO-HOO CONVENTION AT SPOKANE

The 34th annual convention of the Concatenated Order of Hoo-Hoo, the National Lumbermen's Association, is scheduled for September 14th to 17th at Spokane, Wash., and it promises to be one of the greatest trade gatherings of the year.

There is no other trade organization in the country that receives quite the same hearty support from the rank and file of its personnel, and there are no other trade conventions that can quite equal the Hoo-Hoo events for enthusiasm and "punch." Aside from the trade benefits that accrue to the regular attendants at these meetings, the coming session promises other attractions to members from the East and South in the scenic beauties of the trip to the convention city and the wonderful entertainment features which are being planned for their enjoyment. A record attendance is expected.

NEW COOPERAGE COMPANY IN OREGON

The Clerin-Johnson Cooperage Company, Carlton, Ore., a newly-organized concern, capitalized at $50,000, has been granted a charter and are preparing to engage in the manufacture of tight staves and heading. They have executed a long-time lease on a fire-proof concrete factory building at Carlton, which is already equipped with railroad siding, mill pond, etc., and are installing a full complement of machinery which will be ready for operation in the latter part of August. A log contract that will insure an abundant supply of first-quality Douglas fir timber has also been executed for a period equal to the length of the mill lease.

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Field Representative Hughes Defends the Rosin Barrel from Attack by Advocates of Steel Package

The December 17, 1924, issue of *The Paint, Oil and Chemical Review* carried an article dealing with the use of steel barrels in the naval stores trade in which the author attempted to establish the point that the steel container possessed certain advantages over the wooden barrel, which is at present the standard package in this line. Mr. Andrew C. Hughes, Field Representative of the Associated Cooperage Industries of America, took issue with the statements set forth in the article and made the following reply, which was published in the April 2d number of the same periodical:

"That the story of metal containers for rosin, which appeared in the columns of *The Paint, Oil and Chemical Review*, in the issue of December 17, 1924, may be discussed in a perfectly candid way and that the efficient use and real value of wood barrels for packing naval stores may not be left in uncertainty, we take the liberty of approaching the subject without prejudice and with no thought of detracting from the service or facilities of any other type of containers, our purpose being to present the superiority of wood barrels and the deficiency of substitutes as viewed by turpentine operators who have had many years of experience in packing such naval stores as rosin, turpentine spirits, tar, pitch and rosin oil.

"In the packing, handling, storing and shipping of the vast production of these commodities which are produced annually in the United States, no agency has been called upon to render such extensive service as is required of the cooperage industry. In both construction and performance the utilization of wood barrels has been economical and satisfactory and at a minimum cost and up-keep when accorded proper treatment.

"Little imagination, however, is required to picture the features favoring the unsatisfactory condition of rosin barrels when they are stored in wet, muddy yards with no protecting cover from the elements or flooring as a protection from wood rot usually for a period of years. It will have to be borne in mind that satisfactory performance results can not be obtained by storing rosin barrels in this way.

"The attention of the Bureau of Chemistry, U. S. Department of Agriculture, has been called to the necessity of acquainting turpentine operators with the importance of pre-treating rosin barrels to offset the action of rot, which resulted in a bulletin being sent out dwelling on the importance of applying a pre-treatment of hot creosote under the caption,

"Keep Your Rosin Barrels from Rotting"

"The bulletin states: 'You can save this expense and trouble, load and ship your rosin in good condition and have fewer complaints by simply setting each rosin barrel, as soon as it is made, about three inches deep into hot creosote (such as is used in creosoting cross ties and poles) for a few minutes, allowing the creosote to drain back into the creosoting tank. Any convenient old iron tub or pot that is large enough to set the barrel in may be used for the creosote.

"'Rosin barrels creosoted in this way by a western producer are still sound and in good condition after standing on the ground for two years.

"'To creosote *filled* rosin barrels, stand them on the top heads and paint the bottom heads and the lower end of the staves with the hot creosote. Do not turn the barrels until the creosote has soaked in. Painting is not as effective as dipping for preserving the barrels.'

Authoritative Opinion from a Naval Stores Inspector

"To further set forth the reasons for wood barrels being the preferred container for packing rosin by turpentine operators, inquiries were sent to authoritative sources for their opinions on the subject, which resulted in a comprehensive letter being received from Mr. Harris H. King, supervising inspector of naval stores for the State of Georgia, which we quote:

"'State of Georgia,
"'Supervising Inspector of Naval Stores,
"'Savannah, Ga.

"'Your letter of January 2d, enclosing a letter from the Cooperage Industries of America, with an article taken from *The Paint, Oil and Chemical Review*, in reference to a recent experiment made in using metal containers for rosin, in a shipment from New Orleans to New York.

"'From the many years of my experience as a producer, inspector and exporter of naval stores, I must admit that I can not see how a metal container can possibly take the place of the wooden rosin barrel and in every way be made to give the service of same. Never having seen one of them, I must admit that I can not see how they could be made so as to permit the required inspection at both top and bottom heads, such as is required under the rules of the trade, and the heads properly replaced after this is done. In the regular handling of rosin, it frequently occurs that barrels drop off the skids when discharged, and in loading on shipboard they drop out of the slings, in which event the wooden barrel can get through with practically no damage, which I am absolutely certain would not be the case with a metal barrel.

"'Another matter to be considered is the economy of the use of metal containers. Rosin barrel staves, as you know, are made from timber which could be used for practically no other purpose in many instances, and as a matter of economy to the producer this stock should be used by him. Of course, wooden barrels will decay when stored for several years in the yards, but exporters are using more care to see that these old stocks are shipped out, and thus prevent losses which might be caused by not doing so. As to the statement that wooden barrels are of no service to the consumer, will say that if these concerns use steam power they should be able to get quite a quantity of good fuel from this stock, which, in my opinion, would be worth more to them than having to flatten out the metal containers after the rosin is taken out, which would be considerable work. These are my opinions based upon years of experience in the work.

"'Yours very truly,
"'(Signed) Harris M. King, *Supervising Inspector*.'

"Coming from such an authoritative source, the above letter is significant and strengthens confidence in the use of wood barrels for packing rosin. The letter also shows the need for competitors to acquire a better knowledge of conditions and requirements in naval stores needs and practices."

OPEN JOINT SALES OFFICE

The Kingston Cooperage Company, Inc., Kingston, N. Y., and Proctor Bros. & Co., Nashua, N. H., have joined selling forces in a New York City office at 30 Church Street. The association of the two concerns allows a single sales organization to handle the output of both companies, which together comprises a line of tight barrels, half-barrels, kegs, kits and pails of all sizes and a wide range of styles. Mr. George W. Neu, vice-president and sales director of the Kingston Cooperage Company, will have charge of the joint effort.

FIRE DESTROYS FRESNO COOPERAGE

Fire which originated in a rubbish pile and swept through a patch of dry grass ignited a pile of new shooks in the yard of The Fresno Cooperage Company's plant at California and Fresno Avenues, Fresno, Calif., and started a blaze which resulted in the almost total destruction of the factory. The loss entailed is placed at $45,000, which is substantially covered by insurance. Two city firemen were injured while fighting the flames.

Plans for the immediate rebuilding of the plant have already been drawn and work will be started as soon as the ruins of the old buildings are cleared away.

WILLIAM A. TSCHUMY

The cooperage industry lost one of its most prominent members when, on May 25th, Mr. William A. Tschumy passed to his eternal rest. Mr. Tschumy was 70 years of age, being born in 1855. For the past 15 years he had conducted a slack cooperage business, with headquarters at Norfolk, Va., and during that time he earned an enviable reputation, both at home and abroad, for upright dealing and honorable business practice. For years he took an active part in church work and was prominent in the civic activities of Norfolk, and his demise is the occasion of genuine sorrow among his host of friends and acquaintances. The business of W. H. Tschumy & Company, which he founded, will be carried on by the surviving members of his family.

The Export Cooperage Company, Leslie, Ark., is planning to discontinue the operation of its logging road, which it at present maintains between Leslie and points on the Red River. It has been found that raw material can be delivered to the plant at Leslie by other transportation at a lesser cost. The right-of-way upon which the present tracks are laid will be donated to the State for use as a public highway.

BUFFALO COOPERAGE MARKET

The flour-barrel demand has not been strong during the past month, but there has been some export trade, as well as a little domestic business, based upon a decline in the market, which tended to increase the inquiry temporarily. However, there has not been sufficient demand to keep the cooperage shops very busy, and, like most other lines, the cooperage industry will probably have to wait until fall for marked improvement.

Talk is being heard of another big flour mill for this city, which, it is said, would add 10,000 additional barrels to the daily capacity. The Maple Leaf Milling Co., which is a Canadian concern, with plants at several places, including Port Colborne, about 20 miles from Buffalo, has announced that it is looking for a site here to build a mill which would work strictly on export business. This company is dissatisfied with the rates which it has to pay on wheat coming by lake from the Northwest to its Port Colborne mill and also on the rail rates from that point to the Atlantic Seaboard. These rates are higher than Buffalo has to pay, hence the desire to locate in this city. The above company recently completed the shipment of a big flour order for Russia.

The Apple Outlook Fairly Satisfactory

Reports from the apple region of western New York are to the effect that the crop of Baldwins will probably not be over 50 per cent. this year. The flowering was light. Greenings will probably be a good crop. The pear crop is expected to be heavy. Some persons say that the potato crop is generally small in years of a light apple crop, so they expect that to be the case this year.

A report from the New York State Department of Farms and Markets says that fruit crop prospects for this State appear to be slightly below those of last year for apples, peaches and pears, and that considerable frost damage is reported from some sections. Apples are reported as three per cent. under the condition figures of a year ago, and four per cent. under the average for the last 10 years. Rhode Island Greenings and McIntosh promise well, but Baldwins look somewhat light.

Slack Prices Hold Steady

The mills are quoting about the same prices on slack cooperage material as a month ago. It is still a buyer's market, with a tendency to buy in small quantities. Some coopers have ample stocks which they bought quite a while ago.

Freight Service Improving in Buffalo District

Railroad freight service here has improved remarkably, according to business concerns who are large shippers, as well as receivers of raw material. Lumber from the Pacific Coast used to require about a month to get here by rail; now it comes through in about two weeks. One shipper says that the average shipment to New York takes only 40 hours in transit, while a short time ago it took a week or ten days. Freight from Chicago takes but three or four days, while it used to require two weeks or more.

This expeditious movement of freight has had an effect which some persons do not realize. It has caused buyers to carry smaller stocks of material than was their custom in days gone by. They argue: "What is the use of carrying a big stock. It is better to let the stock run down and not have so much money invested in material, since it takes only a few days to get a shipment delivered to the plant."

The plan works well in these times of unsettled markets and tendency to price decline, but is it going to work as well if, with a spurt of prosperity and a movement of prices sharply upward, everybody wants to buy and get delivery immediately? That is a condition which the optimists say is going to develop this next autumn.

Notes of the Trade

Frank T. Tindle, of Jackson & Tindle, is spending several days on a vacation trip, going by automobile to Boston. George A. Jackson, of this firm, is also on a short eastern trip by automobile.

F. F. Kessel, of the W. T. Smith Lumber Co., Chapman, Ala., was a visitor here a few days ago, calling on friends in the trade. He was formerly with the National Manufacturing Co., Detroit, and is now with the cooperage end of the above lumber company's business.

Alfred M. Little, of the Niagara Cooperage Co., Lockport, was here a few days ago. He stated that farmers are not yet looking for many apple barrels.

Harry T. Pennypacker, president of the Quaker City Cooperage Co., has been spending some time on a vacation at his camp in Canada.

COOPERAGE EXPORTS OF 1924 REVEAL THE GRADUAL RECOVERY OF FOREIGN MARKETS

The Lumber Division of the Bureau of Foreign and Domestic Commerce furnishes the following statistics covering cooperage exports for 1924, which clearly depict the steady and progressive rehabilitation of the foreign markets for American cooperage.

The total exports from the United States of all classes of cooperage in 1924 were valued at $9,797,000. Although not yet equaling in value 1913 exports, which were $11,093,000, they represent an improvement of over $500,000 as compared with 1923 and $2,500,000 over 1922.

The principal increase was in tight staves, shipped largely to the wine-producing countries of Europe and Northern Africa and to the United Kingdom for use in the brewing industry—which indicates that the large stocks accumulated in those countries shortly after the end of the war have largely been disposed of.

Many countries which do not have workmen skilled in the manufacture of barrels from the rough staves import the semi-manufactured article in the form of shooks, while other countries purchase the empty barrel already made up.

Argentina the Principal Foreign Market

Exports of cooperage to Argentina during 1924 were valued at over $2,740,000, or about 28 per cent. of our total shipments. This figure shows little variation from the preceding year, when they were worth $2,778,000, but the exports are about 10 per cent. less than 1922. In 1913, the total was $2,328,000. Our business has, therefore, remained practically stationary.

The wine industry is the largest consumer of American cooperage in Argentina, taking almost entirely tight shooks owing to the lack of skilled coopers to manufacture the rough staves into barrels.

American oak staves have a firm hold on the Argentina market and will probably continue to be the principal source of supply.

The meat-packing industry also uses a small amount of cooperage for the export of tallow, fats, etc.

Canada and France Other Important Markets

Although Canada and France each took slightly over $1,000,000 worth of cooperage during 1924, they used entirely different stock. France uses tight staves almost exclusively, but Canada takes considerable slack staves and heading.

The wine industry is the principal consumer of staves in France, which are practically all imported.

The United States is the principal source of supply for France, and during 1924 approximately 50 per cent. of the total staves imported were from this country. Before the war Russia shipped considerable staves to France, principally to Bordeaux and Marseilles. These are now reappearing, and several large shipments have arrived in Bordeaux since the beginning of this year.

Other European Markets

England taking $800,000, Spain $500,000, Portugal $450,000, the Netherlands $125,000, and Scotland $80,000, were other important European markets for American cooperage.

Although having no wine industry, the United Kingdom consumes large quantities of cooperage for the manufacture of beer and whisky barrels, vinegar, etc. The herring industry of Scotland is also an important consumer. Spain and Portugal use tight staves almost exclusively in the manufacture of wine casks and, to a small extent, for containers for olive oil. While some chestnut, both domestic and Italian, has been used for these purposes, it has not been found entirely satisfactory and is considered a cheap substitute for American oak.

In addition to the wine industry, Spain uses quantities of staves for grape containers in the Malaga and Almeria districts.

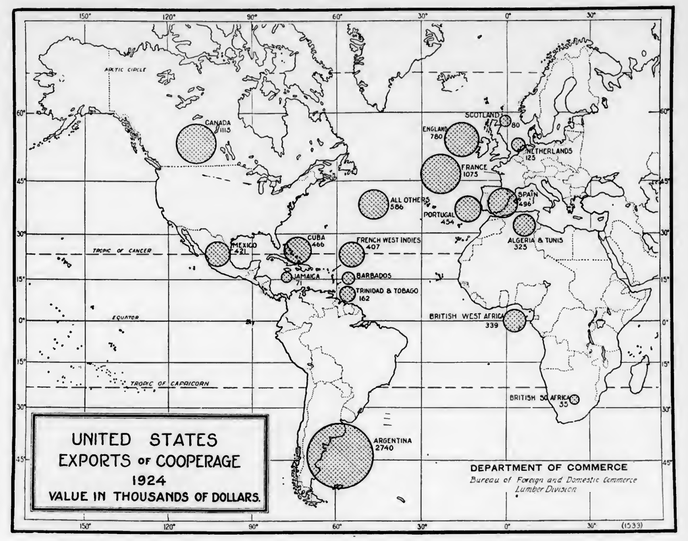
North and South Africa

Algeria and Tunis are other important markets for American staves, taking a total value of $325,000 during 1924. Practically all the staves used in these countries are imported and are used largely by the wine industry.

Cape Province, British South Africa, has also an important wine and vinegar industry, and received over $55,000 worth of tight staves last year.

Mexico and West Indies

Other important markets are Cuba, taking $470,000; Mexico, $420,000; French West Indies, $400,000; Trinidad and Tobago, $160,000; and Barbados, $100,000.



Distribution of Cooperage Exports (1924) by Markets, Classes, Relative Proportions and Value

	Tight Staves %	Tight Shooks %	Slack Staves %	Slack Shooks %	Heading %	Empties %	Other Items %	Total Value
Argentina	5	87	..	3	2½	2½	..	$2,740,000
Canada	30	..	20	..	17	29	4	1,115,000
France	93	..	5	..	..	..	4	1,075,000
England	59	..	15	..	15	5	6	780,000
Spain	97	..	..	..	..	..	3	496,000
Cuba	..	25	36	..	23	10	6	466,000
Portugal	100	..	..	..	..	..	..	454,000
Mexico	..	..	68	..	..	28	4	421,000
French W. Indies	..	88	..	..	..	..	12	407,000
British W. Africa	..	77	..	..	..	23	..	339,000
Algeria and Tunis	100	..	..	..	..	..	..	325,000
Trinidad	..	..	75	..	..	..	25	162,000
Netherlands	75	..	..	..	..	..	25	125,000
Barbados	..	65	..	..	..	..	35	100,000
Scotland	77	..	..	..	..	..	23	80,000
Jamaica	..	85	..	..	..	..	15	71,000
British S. Africa	94	..	..	..	..	..	6	55,000

COOPERAGE EXPORTS DURING APRIL

Exports of wood and the manufactures thereof from the United States during the 10 months ending April, 1925, were valued at $115,131,840, as compared with $129,418,641 for the corresponding period in 1924, a decrease of 11 per cent. Cooperage was one of the items to show an increase for the period, while box shooks showed a decrease.

For the month of April, 1925, exports of tight staves totalled 2,727,361, which was 18 per cent. less than the total of the corresponding month last year. The value of the larger quantity exported in April, 1924, was over 17 per cent. less than the value of the smaller quantity exported in April of this year.

Exports of slack staves numbered 4,562,007. The value of April shipments to the principal markets was $123,000 to Portugal; $109,000 to France; $95,000 to the United Kingdom; $64,000 to Spain; $60,000 to Canada.

Other cooperage items exported during April were 58,522 sets tight cooperage shooks; 114,210 sets slack cooperage shooks; 408,162 sets heading; and 22,777 empty barrels, casks and hogsheads.

GOVERNMENT FIGURES ON APPLES IN STORAGE

The holdings of apples in cold storage as for June 1st is shown in the following table. The report was prepared by the Bureau of Agricultural Economics, United States Department of Agriculture:

Section	Bbls.	Bxs.	B. Bks.
New England	3,000	9,000	2,000
Mid. Atlantic	47,000	99,000	16,000
E. N. Central	44,000	156,000	9,000
W. N. Central	19,000	55,000	1,000
S. Atlantic	38,000	33,000	.....
E. S. Central	1,000	11,000	1,000
W. S. Central	1,000	37,000	1,000
Mountain	....	6,000	....
Pacific	1,000	268,000	....
Total	154,000	674,000	30,000

COOPER SHOP DESTROYED BY FIRE

The barrel shop of Peter Ernst at 572-74 Genessee Street, Buffalo, N. Y., was recently almost completely wiped out by a fire, the origin of which has not yet been determined. The loss entailed, which is estimated at $35,000, was partially covered by insurance. The flames were discovered at about 5 o'clock on the morning of June 21st, but before the city fire department could reach the scene they had spread to an adjoining two-story frame dwelling, which was saved from entire destruction only by the heroic work of the firemen, who aroused and rescued two children who were asleep in the house at the time. Before the fire was gotten under control the cooperage plant was totally destroyed and two adjacent premises badly damaged. Mr. Ernst, who owned and operated the barrel shop, announced that replacement operations would be undertaken as speedily as the necessary arrangements could be made.

VARIETY THE SPICE OF SLOGANS

Trade-marking a town has become so common a habit that the question of competition seems to be entering into the practice. Some towns and cities whose virtues have been compressed into a slogan discover that others have adopted the same formula. The wayfarer, hypothetically speaking, who might be exhorted to "Anchor in Akron" might be invited also to "Anchor in Ashtabula."

The secretary of the Huntington, West Virginia, Chamber of Commerce, taking cognizance of the confusion that has resulted, has suggested the establishment of a "slogan exchange" which would perform the same function as a registry division for trade-marks. Consequently the Organization Bureau of the Chamber of Commerce of the United States has agreed to act in that capacity and will inform cities, upon application, whether the slogan they have coined has already been thought of by another city.

SPECIAL ADVERTISEMENTS WHICH DO GOOD WORK

MACHINERY FOR SALE

FOR SALE
REBUILT STAVE and HEADING MACHINERY
Two Greenwood Heading Turners.
One Heading Sawing Machine.
One No. 4 Stave Cutter.
ROCHESTER BARREL MACHINE WORKS,
Manufacturers of "Greenwood" Stave and Heading Machinery,
Rochester, N. Y.

WHERE QUALITY COUNTS
Resaw:
One 54" Mershon twin band resaw.
Printer:
One 24 x 44 Morgan 2-color printer.
Double Surfacer:
One 30 x 7 Whitney, No. 6, 8-roll.
Short Log Bolter:
One 8' Defiance, No. 6, high duty power feed bolter.
Crate Tenoner:
One No. 221 Chase double end crate tenoner.
Always
With 1,400 machines on our own floors, the chances are we can save you money on just the machine wanted.
We earnestly solicit your inquiries.
WAYNE MACHINERY CO.
Fort Wayne, Indiana

FOR SALE
1 Defiance triple-head hoop planer, like new.
1 Defiance hoop coiler.
1 Noble hoop coiler, used but ten days.
6 32" Widdowson foot-power stave jointers.
2 32" Rochester side spring stave jointers.
1 42" Greenwood stave cutter.
1 Greenwood 24" heading planer.
1 20" Trevor heading planer.
1 4" Rochester heading turner, like new.
1 48" Trevor heading saw machine.
ZERN MACHINERY EXCHANGE
Fort Wayne, Ind.

We have the following, which we offer subject to prior sale:
One dry kiln in A No. 1 shape, consisting of 10,000 feet one-inch pipe.
Also the following inserted tooth saws, at half price:
Three 12-inch, 10-gauge, 12 teeth 2⅝ bore.
One 22-inch, 10-gauge, 24 teeth, 2¼ bore.
Four 16-inch, 10 gauge, 16 teeth 2¼ bore.
Two 20-inch, 10-gauge, 12 teeth 1⅞ bore.
Address HEARNE LUMBER CO., North Charleston, S. C.

MACHINERY WANTED

WANTED
1 Hoop cutter.
1 Hoop planer (double or triple head).
1 Michels combined pointer and lapper.
1 Hoop coiler.
Want good machines for small mill in southwest. Address "JONES," care "The National Coopers' Journal."

MACHINERY WANTED

We are in the market for the following, must be A-1 and cheap:
One four-side, outside moulder, 5 to 10.
Small circular resaw.
Automatic crate hand tenoner and coupler.
Twelve 12" rip saws, 12 or 14 gauge, 1¼ gauge, 1¼ bore, teeth space 1¼".
Three 14" cut-off saws, 12 or 14 gauge, 1¼ bore, teeth, space ½".
Address HEARNE LUMBER CO., North Charleston, S. C.

STOCK AND BARRELS FOR SALE

FOR SALE
Stumpage suitable for staves for a slack barrel operation, on 11,000 acres with other lands available. Railroad through the property. Address BONITA LUMBER CO., INC., Bonita, La.

FOR SALE
Stumpage on 11,000 acres suitable for tie makers. Railroad through the property. Address BONITA LUMBER CO., INC., Bonita, La.

FOR SALE, 2,000 18-gallon black iron drums, have been used for lubricating oil. PENINSULAR BARREL CO., Jacksonville, Fla.

STOCK AND BARRELS WANTED

WANTED—Thirty-gallon Irish and Norwegian mackerel and herring barrels. Address HENRY A. THORNDIKE, P. O. Box 43, Newport, R. I.

We are in the market for a large quantity of beer barrels, also 55-gallon alcohol drums, light and heavy gauge, in addition to full-hooped dropped-head lard barrels. Quote us f. o. b. Philadelphia. Address HUGH O'DONNELL, INC., Philadelphia, Pa.

WANTED—No. 1 oak lard barrels. State quantity and price. Address BINDER COOPERAGE CO., Albert and Belgrade Sts., Philadelphia, Pa.

WANTED—Best price f. o. b. mill on 25,000 sets mill-run 25½-inch kiln-dried red gum mixed timber heading, for shipment at the rate of one car every three months until contract is completed. Address "HEADING," care "The National Coopers' Journal," Philadelphia, Pa.

STOCK WANTED

WHISKY STOCK—One to two cars matched No. 1 Bourbon grade staves, 34 to 36 inches by ⅞ to 1¼ K. D. and J.; also No. 1 Bourbon heading 20 to 21 inches by 1 to 1⅛ circled and K. D. Address "A. B. C.," care "The National Coopers' Journal, Philadelphia, Pa.

PLANTS FOR SALE

FOR SALE
Complete heading plant, including brick dry kilns, tug boat, gas boat, barge, water and land skidders and eight or ten million feet standing timber. Mill in operation, daily capacity 4,000 sets. Address "H. W. CO.," care "The National Coopers' Journal," Philadelphia, Pa.

FOR SALE—Tight barrel stave mill, equipped with 5-foot band mill. Two 125-horsepower boilers. Two 65-horsepower H. S. & G. engines. Two equalizing saws. Two Whitney drum saws, complete. Three mules and stave wagons.
Plant located on 20-acre site in St. Landry Parish, La. Now in full operation. Capacity, 16,000 staves daily.
Address "ST. LANDRY," care of "The National Coopers' Journal," Philadelphia.

STAVE MILL AND PAIL MACHINERY
175 Dry kiln cars, all steel, 68 inches wide, 80 inches high and 65 inches long.
20 M feet 1-inch steel pipe, good as new at half price.
8 Dry kiln headers.
Steel track and supports.
1 Greenwood bolter.
1 Swing heading or shingle machine with saw.
1 16-inch Gerlach pail stave machine.
1 13-inch Gerlach pail stave machine.
1 Power barking machine.
2 40-inch exhaust fans.
1 Lawton log cut-off machine, with 52-inch inserted tooth saw.
2 Kiln transfer cars.
We have several good 15 to 30-H. P., A. C., 220-volt motors to offer at half price.
Address
THE OHIO PAIL COMPANY
Middlefield, Ohio.

SITUATIONS WANTED

SITUATION WANTED as purchasing agent or buyer for second-hand oil and old tight barrels; 25 years' experience in New England States and Canada, or will consider selling new cooperage proposition. Address
JAMES FOLEY
P. O. Box 217
Yonkers, N. Y.

EXPERIENCED slack barrel cooper desires position; steady, sober and reliable. Address "COOPER," care "The National Coopers' Journal," Philadelphia, Pa.

WANTED—Position as slack barrel machine foreman. Can give plenty of good references. Address "FOREMAN," care "The National Coopers' Journal," Philadelphia, Pa.

HELP WANTED

WANTED—Salesman who is familiar with the buying and selling of cooperage stock. Address "SALESMAN," care "The National Coopers' Journal," Philadelphia, Pa.

SAFETY EXPERT DECLARES MACHINE GUARDS SPEED UP PRODUCTION

Machine guards actually speed up production, says a statement issued by John Sandel, of the National Safety Council's industrial division, who takes exception to allegations to the contrary. Mr. Sandel who, as a safety engineer, is in close touch with numerous industries, does not place any credence in the arguments of some shop managers that production is lowered by the installation of safeguards.

"We have received many reports showing instances of increased production resulting from guarding machinery," declares Mr. Sandel's statement. "One company alone, that operates approximately 750 presses, has increased its production 40 per cent, as a result of the use of guards. In that particular company's plant there were 36 fingers amputated during 1919. Only two fingers were lost from 1921 to 1925. This instance shows conclusively that the guards resulted in increased production, the reduction of accidents and the elimination of human suffering in many cases.

"The use of safeguards for machinery is one of the most important steps in accident prevention work. Men naturally work faster when they do not have to worry about the dangers of being injured. A man who uses a safety razor can shave faster than a man who employs an old-fashioned instrument. Progressive employers are purchasing machinery and equipment that have the necessary guards, because they realize that, while the initial cost is higher, these devices reduce accidents and result in greater production."

The Jack Rosenberg Cooperage Company, 144 Lewis Street, New York City, is drawing up plans for the erection of a new plant. Their new site, 50 by 200 feet, will be located on Morgan Avenue, near Calhoun Street, Brooklyn, N. Y. Their plant will be of modern design in every detail.

WHEN A CATALOGUE IS NOT A CATALOGUE

A catalogue, according to the Post Office Department's interpretation of the new postal rates, is not a catalogue when it contains less than twenty-four pages. And not being a catalogue it is not entitled to the rate of 1 cent per 2 ounces but must bear a rate of 1½ cents per 2 ounces.

The effect of this ruling, as brought to the attention of the Department of Transportation and Communication of the Chamber of Commerce of the United States by various business organizations, has been that many business houses are increasing their catalogues to 24 pages with a tendency to break down well-established trade standards of paper size, printing and folding.

Some have discovered that by attaching a circular, on which the rate is 1½ cents if mailed alone, to a 24-page catalogue, the whole can be mailed for 1 cent.

These and other effects of the new postal rates will be considered by the Joint Sub-committee of Congress at hearings to begin at Washington July 20th.

SOUTHERN COOPERAGE COMPANY
Manufacturers of and Dealers in all kinds of Cooperage
MATCHED STOCK A SPECIALTY
Office and Factory, 3134-3160 Chartres Street, New Orleans, La.
MILLS, FORDOCHE, LA.

THE HARLAN-MORRIS MFG. CO. JACKSON TENNESSEE
Manufacturers of all Kinds of
Tight-Barrel Staves and Circled Heading
From WHITE OAK, RED OAK, ASH and GUM
SATISFACTION GUARANTEED
Branch Mills in Tennessee, Mississippi and Arkansas

REINSCHMIDT STAVE CO.
...MANUFACTURERS OF...
Tight and Slack Barrel Staves
AIR-DRIED AND LISTED
Red, Water and White Oak Staves. Also Slack Barrels—Pine Staves
PLANTS—Quitman, Ga., and Loughridge, Fla.
Address all Correspondence and Orders to QUITMAN, GEORGIA

ECKHARDT & LENNON CO., Inc.
Manufacturers of
All Kinds TIGHT BARREL HEADING AND STAVES
Mills at Monroe, Winnsboro and Gallion, La.
MAIN OFFICE - - - - - Monroe, La.

D. K. BROWN, Ruston, La.
Kiln-Dried and Jointed Tight Barrel Staves and all Lengths of Cutoffs
WINES, WHITE OAK, RED OAK AND GUM OIL STAVES.
No. 2 OILS IN OAK AND GUM AND COPPER STAVES.

HICKSON-ROGERS MANUFACTURING CO.
MANUFACTURERS OF
Dowel Pins, Tight Barrel Staves
Club Turned Oak and Hickory Spokes
[WE ARE READY TO HANDLE YOUR ORDERS IN ANY QUANTITIES. STOCK AND SERVICE A-1. WRITE US]
PARAGOULD - - ARKANSAS

OUR SPECIALTY
23⅝" SLACK BARREL HEADING
PINE OR GUM—ANY GRADE OR SIZE
Let us know your requirements
CAREY COOPERAGE & TIMBER CO., INC.
CYPRESS, ALABAMA

W. W. WILSON STAVE COMPANY
MANUFACTURERS OF
All Classes Kiln-Dried and Jointed Tight Barrel Staves
White Oak Red Oak Gum and Ash
NORTH LITTLE ROCK :-: :-: ARKANSAS

FRUIT BARREL STAVES
SAWN CHESTNUT, DRESSED OR ROUGH
YOU WILL LIKE THEM—WRITE US NOW
TREXLER COOPERAGE CO.
ALLENTOWN - - PENNSYLVANIA

Established 1912
LEWIS SIEGEL
Dealer in All Kinds of
New and Second-hand Barrels and Kegs
FOR SALE: 10,000 No. 1 and No. 2 Oil Barrels
OFFICE AND WAREHOUSE
509-517 Locust Street
LANCASTER, PA.

J. M. PEEL & BROTHER
MANUFACTURERS
COILED ELM HOOPS
We are prepared at all times to make prompt shipment in any quantity anywhere
Write us NOW!
LAKE VILLAGE -:- ARKANSAS

PENSACOLA COOPERAGE CO.
Manufacturers of HIGH-GRADE TIGHT and SLACK BARRELS
Also Kiln-dried and Jointed RED OAK STAVES and CIRCLED HEADING
Office and Plant
DE SOTO and TARRAGONA STS. PENSACOLA, FLA.

JOHN KEESEY
4163 Du Pont Building, WILMINGTON, DEL.
Buyer, Seller and Dealer
New Barrels, Kegs, Slack Cooperage Stock, Used and New Steel Drums
Your Inquiries and Offers are Solicited

Jack Cohen Cooperage Works
BUYER AND SELLER OF NEW AND SECOND-HAND COOPERAGE OF ALL DESCRIPTIONS
115 West Norwood Street
INDIANAPOLIS, IND.

A. L. POESSEL & COMPANY
Tight and Slack
Cooperage Stock
Staves-Hoops-Heading
Quotations Cheerfully Made
208 So. La Salle St. Chicago, Ill.

A. M. WELTI & BRO.
Manufacturers of
Tight Cooperage
Milk, Oil and Lard Tierces and Kegs
7832 Kinsman Road CLEVELAND, O.

ELM HOOPS
FREIGHT RATES TO
St. Louis, 13c
Louisville, 20.5c
Chicago, 16c
Milwaukee, 23.5c
Kansas City, 24.5c
New Orleans, 24c
Buffalo, 31.5c
Pittsburgh, 31.5c
Norfolk, 40.5c
New York, 43.5c
CAN YOU BEAT 'EM?
O. L. Bartlett, Manufacturer
BOX 238 -:- MOUND CITY, ILL

YOU
can possibly get along without advertising in THE NATIONAL COOPERS' JOURNAL, but you will get along much better and much faster IF YOU DO USE THE ONLY PAPER THAT SPECIALIZES YOUR CLASS OF BUYERS.

Dublin Hardwood Stave Co.
INCORPORATED
Manufacturers of
Air Dried and Listed Tight Barrel COOPERAGE
Red Oak, White Oak, Ash PORK STAVES
All kinds of Cut-Offs and all kinds of Hand-made Staves, Slavonian made.
P. O. Box 171 - Dublin, Ga.

Tight and Slack Barrels

We carry new Cooperage from 5 to 50-gallon on hand at all times for local or carload shipments. Ready to fill barrels for all requirements

Plants at Neville Island, Pa., and Pittsburgh, Pa.

ADDRESS CORRESPONDENCE TO

Pittsburgh Barrel and Cooperage Company

1325-31 Liberty Avenue Pittsburgh, Pa.

CALIFORNIA BARREL CO.

Manufacturers of COOPERAGE STOCK, COOPERAGE and WOODEN WARE—TIGHT and SLACK—OF ALL SIZES

MILL: Arcata, Humboldt County, California

MAIN OFFICE AND FACTORY: 1101 Illinois Street, San Francisco, Cal.

FOREIGN DEPARTMENT: 433 California St., San Francisco, Cal.

Dried Air

When in the Market for

30 x 58" Ash Pork Staves

34 x 34" Red Oak Oil Staves

36 x 34" Gum Staves

Write to

THE HENNEN COOPERAGE CO., Inc.

Manufacturers of Tight Cooperage LAKE PROVIDENCE, LA.

Wheel Listed

K. W. JACOBS COOPERAGE CO.

MILWAUKEE, WISCONSIN

SLACK BARREL MANUFACTURERS—ALL KINDS

No matter what kind of a slack barrel you use or want we can supply your need. Quality, manufacture and service guaranteed.

Write us now for **APPLE BARRELS**

Cooperage Stock & Barrel Shooks

Cooperage — *Machinery*

B. C. SHEAHAN COMPANY

166 West Jackson Blvd. :: :: CHICAGO, ILLINOIS

FOUNDED 1850 (NEW YORK AND PHILADELPHIA) INCORPORATED 1900

We are large buyers of Slack Cooperage Stock of all kinds, and we want your prices

N. & H. O'DONNELL COOPERAGE CO.

BARREL MANUFACTURERS

Moore St., Water to Swanson St. *PHILADELPHIA, PA.*

BRUCE T. WARRING

3256 K STREET, N. W. WASHINGTON, D. C.

Dealer In

All Kinds of Second Hand Empty Barrels

30 YEARS' EXPERIENCE

Can Furnish You Barrels for All Purposes

Write Me When In Need

West 1277 Res. West 2224

THE MICHEL COOPERAGE CO.

Manufacturers

WINE, PICKLE and OIL COOPERAGE

ALWAYS IN THE MARKET FOR SQUARE HEADING AND STAVES OF ALL KINDS. QUOTE PRICES

SANDUSKY - - OHIO

ESTABLISHED 1884

GEORGE W. STONE, Jr., & SONS

DEALER IN ALL KINDS OF

SECOND-HAND BARRELS and HOGSHEADS

All orders receive prompt and efficient attention. Let us serve you.

WAREHOUSE AND YARDS

1234-1240 SEVENTH STREET, S. W. **Washington, D. C.**

PROPERLY MADE — **Tight Barrel** — QUALITY STOCK

STAVES AND HEADING

OZARK TIMBER AND STAVE COMPANY

10 N. Clark Street, Chicago, Illinois

NATIONAL COOPERAGE & WOODENWARE CO.

TIGHT COOPERAGE

Manufacturers and Exporters

PEORIA ∴ ∴ ILLINOIS

WE MAKE THEM!

BUNGS VENT PLUGS FAUCETS

CASK or BARREL PLUGS and WORM-HOLE PEGS

Write for prices on Bung-borers, Cooper's hoop-drivers, hammers, adzes, flagging and flagging irons, chalk, chines and chine mauls

REDLICH MFG. CO. 647 W. Oak St. CHICAGO

Known to the trade for over 60 years

Western New York

COOPERS' FLAG

R. E. TRAVER, Montezuma, N. Y.

Butt or Heading Flag

The Finest Grades Grown

A large supply constantly in stock

Hoop Nails Hoop Staples Hoop Fasteners

Bright, Blued, Coppered or Galvanized

Write for prices and samples

THE GEO. W. STANLEY CO. - Belleville, Ill.

Manufacturer of and Dealer in

Slack Staves Heading Hoops

Flour and Fruit Barrels

SKUSE'S COOPERAGE

ROCHESTER, NEW YORK

Orders solicited for straight or mixed cars. Local coopers supplied. Write us whether you want to buy or sell as we know we can deal to your satisfaction.

Address, **SKUSE'S COOPERAGE**

Cor. Finney and Davis Sts., ROCHESTER, NEW YORK

The Sutherland-Innes Co. Limited

Manufacturers and Dealers in

STAVES, HOOPS, HEADING AND SHOOKS

TIGHT AND SLACK

Chatham Ontario, Canada

Kegs and Barrels Hoops, Staves, Headings

Slack and Tight Cooper Tacks, Truss Hoops

Cooperage Candy Pails

MORRIS WALSH SONS

Office—813 Sarah Street

FACTORY { South 8th to South 9th on Sarah Street, South Side - PITTSBURGH, PA.

Phone: Hemlock 0163

E. HENNING, Inc.

We offer you the facilities of the "Henning" Service in the purchase of

TIGHT COOPERAGE STOCK

STAVES HEADING

SLACK COOPERAGE STOCK

STAVES HOOPS HEADING

ICE CREAM TUB STOCK

STAVES BOTTOMS

COOPERAGE MACHINERY

TIGHT NEW OR USED SLACK

Write us at

431 Dearborn St., CHICAGO, ILL.

COLWELL COOPERAGE CO.

120 BROADWAY :: NEW YORK CITY

Est'd 1876

FRUIT BARREL STOCK

SUPPLIES ∴ TOOLS

Straight or mixed cars direct from the mill.

L. C. L. deliveries from our local warehouse.

READY

with good quality standard Slack Barrel

STAVES, HOOPS AND HEADING

of uniform dependability

Straight or Mixed Cars

Write, 'phone or wire us if you want quick service

The Gideon-Anderson Co.

Second and Angelica Sts., ST. LOUIS, MO.

Goodspeed Machine Co.

ESTABLISHED 1851

BUILDERS OF MACHINES for the manufacturer of Tubs, Pails, Slotted Clothespins, Spools, Bobbins, Wood Heels, Bailwoods and other Small Handles, and Small Novelty Turnings. Hand Type and Automatic Variety Lathes are special features.

MADE IN WINCHENDON, MASSACHUSETTS

MT. OLIVE STAVE CO.

BATESVILLE, ARK.

MANUFACTURERS OF

Tight Barrel Staves and Heading

IN

WHITE OAK, RED OAK, GUM and ASH

PROMPT SHIPMENT CLOSE INSPECTION QUALITY

THE VAIL COOPERAGE CO.

Since 1888 Manufacturers of

Quality Stock

Our Northern Elm Hoops "Best by Test"

FORT WAYNE, INDIANA

STAVES HOOPS HEADING VENEERS

MONTEZUMA COOPERS' FLAG

SOFT VARIETY

Forty years in the business have made us Flag experts

Try our Service

ALL LENGTHS

P. T. CASEY

92 West Bayard Street :: :: :: Seneca Falls, N. Y.

FIELDS-LATTA STAVE CO.

Manufacturers of HIGH GRADE

Slack Barrel Staves

If QUALITY and SERVICE are what you want, "WE'VE GOT IT."

DYERSBURG Office and Plant TENNESSEE

.WE ARE BUYERS OF

STAVES, HOOPS & HEADING

For Tight and Slack Cooperage

JAMES WEBSTER & BRO., Ltd. Dock Board Bldg., Pier Head LIVERPOOL, ENG.

LONDON OFFICE—Dashwood House, 9 New Broad St., E. C.

Cooperage Stock
Tight or slack material of the highest quality.

Cooperage Machinery
New or used. The products of the foremost manufacturers of the country.

Cooperage Supplies
Every item in mill or shop use is carried in stock.

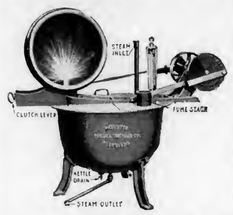
J. C. PENNOYER CO.
8 S. Dearborn Street, Chicago, Illinois
Branches in
NEW YORK, N. Y. MACON, GA. MEMPHIS, TENN.

Pekin Cooperage Company
659 CUNARD BLDG., 25 BROADWAY, NEW YORK

Peoria, Illinois Pekin, Ill.
Port Arthur, Texas Ambridge, Penna.
Alexandria, La. Mobile, Alabama

Barrels, Shooks, Kegs, Staves and Heading
DOMESTIC AND EXPORT

CLEVELAND SPRAYING MACHINES



For lining the interior of barrels, tubs, etc., with any hot or cold liquid coating. These Outfits can be operated by HAND or POWER, and will economize in labor, time and material.

A package is laid over spray nozzle, clutch thrown in and after pump has made from 5 to 6 strokes, clutch is thrown out and package is coated. *Capacity* as fast as the men can handle the cooperage.

We also build Superheaters and Branding Machines.

Eureka Machine Co. 2605 VEGA AVENUE **Cleveland, O.**

Chris Heidt, 2d
Chas. E. Heidt
ESTABLISHED 1860
Phones {1155 / 1156} Bergen

C. HEIDT & SON, Inc.
JERSEY, CITY, N. J.

New Slack Barrels — for all dry materials, chemicals, sugar, etc. — Tongue and Grooved Barrels a Specialty

BARRELS

Second-hand Barrels All Kinds Slack and Tight — We specialize preparing tight barrels for all purposes — "A Used Barrel is Better Than a New One"

QUALITY and SERVICE Our Motto!
OFFICE, 64 Fairmount Ave. PLANT, 12-88 Fairmount Ave.

STEPHEN JERRY & CO., Inc.
Manufacturers 272 Huron St., Brooklyn, N. Y.

JERRICO BARRELS

They're Made Well— They Made Good!

Barrels and Shooks
Cooperage Stock

Always in the market for DRY SLACK STAVES 18" to 34". Quotations solicited.

An Opportunity to Quote on Your

Tight Stock

Requirements is considered a privilege by

Krafft Cooperage Company
Federal Reserve Bank Building, :: St. Louis, Mo.

AMERICAN **WIRE HOOPS**

TWISTED SPLICE Used for slack cooperage BARRELS—sugar, flour, apple, potato, veneer truck, fish, salt, lime, KEGS and BASKETS
ELECTRIC WELDED Used for smooth woodenware, butter, lard and wash tubs, candy pails, jacket cans, etc.

Made to measure ready for use. Strong, economical, easily applied.
Made of specially adapted steel in plain, bright or other finishes.

SEND FOR FREE SAMPLES AND CATALOGUE

American Steel & Wire Company
CHICAGO—NEW YORK

Notice to the Trade

WE have greatly enlarged our plant and can now make immediate shipment in any quantity of the famous

ALCOTT EUREKA BARREL HEATERS

The Eureka was designed by a practical cooper and is endorsed everywhere because of its durability. Order direct or through your jobber.

Circular on Request

E. M. SEDGWICK
502 City Bank Bldg.
SYRACUSE, N. Y.

FOUNDED 1885

"FIRST"

First in the field as the exclusive champion of the wooden barrel—first in promotion of the welfare of the cooperage industry—first in trade influence and popularity—first in every measure of trade paper service, hence

FIRST

as an advertising medium in the cooperage and cooperage stock manufacturing and consuming markets.

A COOPERAGE INSTITUTION

The National Coopers' Journal

Philadelphia Pennsylvania

Cooperage Stock
Tight or slack material of the highest quality.

Cooperage Machinery
New or used. The products of the foremost manufacturers of the country.

Cooperage Supplies
Every item in mill or shop use is carried in stock.

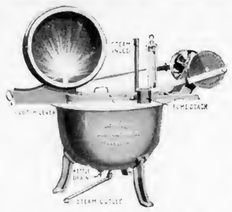
J. C. PENNOYER CO.
8 S. Dearborn Street, Chicago, Illinois
Branches in
NEW YORK, N. Y. MACON, GA. MEMPHIS, TENN.

Pekin Cooperage Company
659 CUNARD BLDG., 25 BROADWAY, NEW YORK

Peoria, Illinois Pekin, Ill.
Port Arthur, Texas Ambridge, Penna.
Alexandria, La. Mobile, Alabama

Barrels, Shooks, Kegs, Staves and Heading
DOMESTIC AND EXPORT

CLEVELAND SPRAYING MACHINES



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A package is laid over spray nozzle, clutch thrown in and after pump has made from 5 to 6 strokes, clutch is thrown out and package is coated. *Capacity* as fast as the men can handle the cooperage.

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Chris Heidt, 2d
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ESTABLISHED 1860
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C. HEIDT & SON, Inc.
JERSEY, CITY, N. J.

New Slack Barrels — for all dry materials, chemicals, sugar, etc. — Tongue and Grooved Barrels a Specialty

BARRELS

Second-hand Barrels All Kinds Slack and Tight — We specialize preparing tight barrels for all purposes — "A Used Barrel is Better Than a New One"

QUALITY and SERVICE Our Motto!
OFFICE, 64 Fairmount Ave. PLANT, 12-88 Fairmount Ave.

STEPHEN JERRY & CO., Inc.
Manufacturers 272 Huron St., Brooklyn, N. Y.

JERRICO BARRELS

They're Made Well— They Made Good!

Barrels and Shooks
Cooperage Stock

Always in the market for DRY SLACK STAVES 18" to 34". Quotations solicited.

An Opportunity to Quote on Your

Tight Stock

Requirements is considered a privilege by

Krafft Cooperage Company
Federal Reserve Bank Building, :: St. Louis, Mo.

AMERICAN **WIRE HOOPS**

TWISTED SPLICE Used for slack cooperage BARRELS—sugar, flour, apple, potato, veneer truck, fish, salt, lime, KEGS and BASKETS
ELECTRIC WELDED Used for smooth woodenware, butter, lard and wash tubs, candy pails, jacket cans, etc.

Made to measure ready for use. Strong, economical, easily applied.
Made of specially adapted steel in plain, bright or other finishes.

SEND FOR FREE SAMPLES AND CATALOGUE

American Steel & Wire Company
CHICAGO—NEW YORK

Notice to the Trade

WE have greatly enlarged our plant and can now make immediate shipment in any quantity of the famous

ALCOTT EUREKA BARREL HEATERS

The Eureka was designed by a practical cooper and is endorsed everywhere because of its durability. Order direct or through your jobber.

Circular on Request

E. M. SEDGWICK
502 City Bank Bldg.
SYRACUSE, N. Y.

FOUNDED 1885

"FIRST"

First in the field as the exclusive champion of the wooden barrel—first in promotion of the welfare of the cooperage industry—first in trade influence and popularity—first in every measure of trade paper service, hence

FIRST

as an advertising medium in the cooperage and cooperage stock manufacturing and consuming markets.

A COOPERAGE INSTITUTION

The National Coopers' Journal

Philadelphia Pennsylvania

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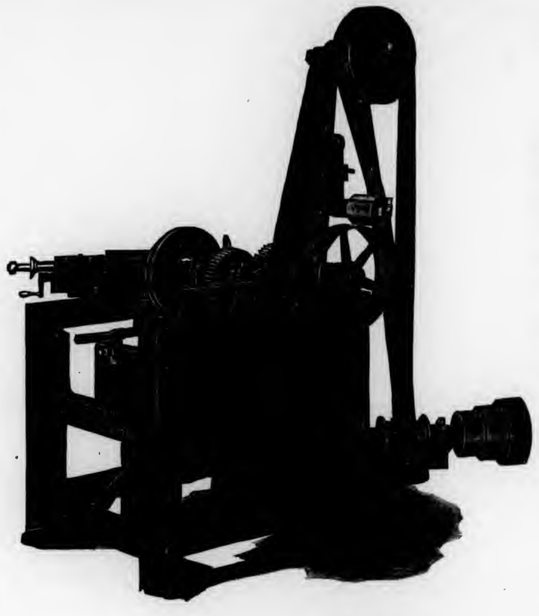
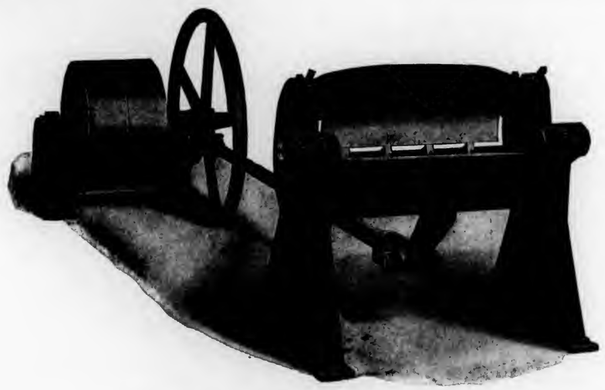


No. 5 HEADING TURNER showing new belt feed arrangement, dispensing with worm, worm wheel and bevel gears.

This Turner is designed for Circling Slack Keg Heading, Barrel Heading and Square Edge Covers.

We manufacture a full line of Slack Stave and Heading Machinery.



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A new design machine of extremely strong and rigid construction especially adapted for cutting hardwood staves. Write for particulars.

We manufacture a full line of Slack Stave and Heading Machinery

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ROCHESTER BARREL MACHINE WORKS

Successor to JOHN GREENWOOD

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THE NATIONAL Coopers' Journal

DEVOTED TO THE COOPERAGE INDUSTRY.

A PAPER OF GREAT VALUE TO ALL STAVE, HEADING, HOOP MANUFACTURERS AND COOPERS

Vol. 41 | Published the First of Each Month. Subscription Price $2.00 Per Year. Foreign Subscription $2.50 Per Year. | Philadelphia, August, 1925 | Entered as Second-Class Matter at the Post-Office in Philadelphia, Pa. | No. 4

"We consider the confidence that the trade reposes in us as our greatest asset—it is the direct result of our constant effort to produce and sell nothing but honest, dependable goods.

"We take a wholesome pride in the 'Quality' cooperage stock that goes into the market under our direction."

"They made their way the way they're made"

Slack Cooperage Stock

STAVES—HOOPS—HEADING

Staves from 24 inches to 48 inches

Hoops all Lengths — *Heading all Diameters*

MILL SHOALS COOPERAGE COMPANY

Syndicate Trust Bldg. - - - - - ST. LOUIS, MO.

SLACK BARREL GUM, ELM AND ASH STAVES

We ship staves of our own manufacture only
Their quality and manufacture
guaranteed to please

TURNER-FARBER-LOVE COMPANY

Leland, Mississippi

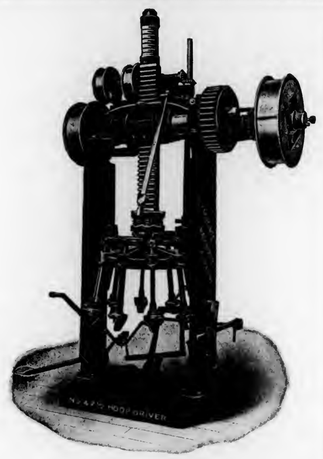
HANLON-GREGORY GALVANIZING COMPANY

Hot Process Galvanizing of Hoop Steel in Coils and Cut Lengths

PROMPT DELIVERIES

24th Street and A. V. R. R., PITTSBURGH, PENNSYLVANIA

Holmes Rack and Pinion Hoop Driver



Drives the hoops on oil, vinegar and similar barrels.

Does twice the work of a screw machine.

Get prices and particulars from the

COOPERAGE MACHINERY MAKERS

E. & B. HOLMES MACHINERY CO., 45 CHICAGO STREET Buffalo, N. Y.

Every resource of this company —Material, Manufacturing and Marketing—is dedicated to the purpose of delivering to our customers

Tight Cooperage Stock

The Highest Standard of Quality that the cooperage industry knows

Mills at
JACKSON, MISS.
PORT GIBSON, MISS.
WINNSBORO, LA.
HAMMOND, LA.

Finishing Plants at
JACKSON, MISS.
WINNSBORO, LA.

Graham Stave and Heading Co.
Jackson :: :: Miss.

Slack Cooperage Stock

Straight, Matched or Mixed Cars

STAVES HOOPS HEADING

Cut properly, dried thoroughly, priced fairly, delivered promptly

Your inquiry will receive immediate attention

The Vail-Donaldson Co.
United Home Building - ST. LOUIS, MISSOURI

"THE CHAMPION"
Our unexcelled
Barrel Heater
Over 30,000 Now
in Use

"The Champion" Heats More Barrels and Does it Better Than Any Other Heater Made

The HYNSON COMPANY

Largest Exclusive Coopers' Tool Supply House in the World

WHEN it comes to coopers' tools and supplies "Hynson" stands second to none. We manufacture our products and are always stocked to handle orders promptly and satisfactorily. There is nothing the barrel maker needs that we can not supply. Place your orders with us now.

Hynson's O. K. Croze, all metal

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If It Comes from "Hynson" You Know It's Right

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BUYERS AND SELLERS OF

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COOPERAGE SUPPLIES

Promptness is our Motto

GOOD STOCK is what we want to buy
is what we aim to sell

ADDRESS ALL COMMUNICATIONS

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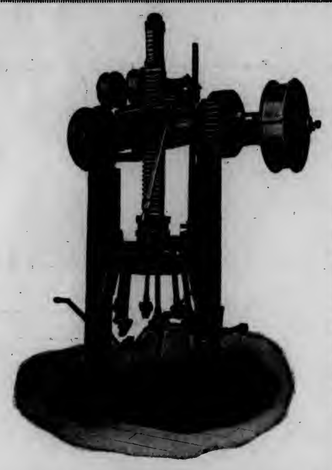
Holmes Rack and Pinion Hoop Driver



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Cooperage Stock
Tight or slack material of the highest quality.

Cooperage Machinery
New or used. The products of the foremost manufacturers of the country.

Cooperage Supplies
Every item in mill or shop use is carried in stock.

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Barrels, Shooks, Kegs, Staves and Heading
DOMESTIC AND EXPORT

COLWELL COOPERAGE CO.
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FRUIT BARREL STOCK
SUPPLIES .·. TOOLS
Straight or mixed cars direct from the mill.
L. C. L. deliveries from our local warehouse.

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Barrels, Staves Heading, Shooks
Kiln-Dried Dimension Lumber

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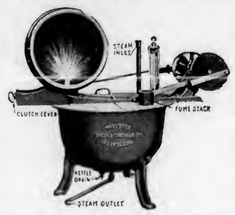
GULF DISTRICT: 1036 Whitney Central Bldg. New Orleans, La.

STEPHEN JERRY & CO., Inc.
Manufacturers 272 Huron St., Brooklyn, N. Y.
JERRICO BARRELS
They're Made Well—
They Made Good!
Barrels and Shooks
Cooperage Stock
Always in the market for DRY SLACK STAVES
18" to 34". Quotations solicited.

Kegs and Barrels Hoops, Staves, Headings
Slack and Tight Cooper Tacks, Truss Hoops
Cooperage Candy Pails

MORRIS WALSH SONS
Office—813 Sarah Street
FACTORY { South 8th to South 9th on Sarah Street, South Side - PITTSBURGH, PA.
Phone: Hemlock 0163

CLEVELAND SPRAYING MACHINES



For lining the interior of barrels, tubs, etc., with any hot or cold liquid coating. These Outfits can be operated by HAND or POWER, and will economize in labor, time and material.

A package is laid over spray nozzle, clutch thrown in and after pump has made from 5 to 6 strokes, clutch is thrown out and package is coated. *Capacity* as fast as the men can handle the cooperage.

We also build Superheaters and Branding Machines.

Eureka Machine Co. 2605 VEGA AVENUE **Cleveland, O.**

AMERICAN **WIRE HOOPS**

TWISTED SPLICE Used for slack cooperage BARRELS—sugar, flour, apple, potato, veneer truck, fish, salt, lime, KEGS and BASKETS
ELECTRIC WELDED Used for smooth woodenware, butter, lard and wash tubs, candy pails, jacket cans, etc.

Made to measure ready for use. Strong, economical, easily applied.
Made of specially adapted steel in plain, bright or other finishes.

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American Steel & Wire Company
CHICAGO—NEW YORK

MT. OLIVE STAVE CO.
BATESVILLE, ARK.
MANUFACTURERS OF
Tight Barrel Staves *and* Heading
IN
WHITE OAK, RED OAK, GUM and ASH
PROMPT SHIPMENT CLOSE INSPECTION QUALITY

Write, 'phone or wire us if you want quick service
In Best Quality Slack Barrel
Staves, Hoops and Heading
Orders for Straight or Mixed Cars can be handled efficiently and quickly, as we can assemble at advantageous points
THE GIDEON-ANDERSON CO.
Second and Angelica Sts. : ST. LOUIS, MO.

Going Again Bigger and Better
Am pleased to announce to my friends that I am better prepared than ever to furnish staves of the highest quality. Tight Sap White Oak Oils, Red Oak Oils, Regular Wines, Etc., K. D. J. & B. Also a few cut offs.
M. L. Sigman MONTICELLO ARKANSAS

Farmers Manufacturing Co.
MANUFACTURERS OF
STAVES, HEADING
SLACK BARRELS
PACKAGES--ALL KINDS
FOR FRUITS AND VEGETABLES
Plants Located from Florida to New York *MAIN OFFICE NORFOLK, VIRGINIA*

E. HENNING, Inc.
We offer you the facilities of the "Henning" Service in the purchase of
TIGHT COOPERAGE STOCK
STAVES HEADING
SLACK COOPERAGE STOCK
STAVES HOOPS HEADING
ICE CREAM TUB STOCK
STAVES BOTTOMS
COOPERAGE MACHINERY
TIGHT NEW OR USED SLACK
Write us at
431 Dearborn St., CHICAGO, ILL.

Chris Heidt, 2d Chas. E. Heidt ESTABLISHED 1860 Phones {1155 / 1156} Bergen
C. HEIDT & SON, Inc.
JERSEY, CITY, N. J.

New Slack Barrels — for all dry materials, chemicals, sugar, etc. — Tongue and Grooved Barrels a Specialty
BARRELS
Second-hand Barrels All Kinds Slack and Tight — We specialize preparing tight barrels for all purposes — "A Used Barrel is Better Than a New One"
QUALITY and SERVICE Our Motto!
OFFICE, 64 Fairmount Ave. PLANT, 12-88 Fairmount Ave.

Goodspeed Machine Co.
ESTABLISHED 1851
BUILDERS OF MACHINES for the manufacturer of Tubs, Pails, Slotted Clothespins, Spools, Bobbins, Wood Heels, Bailwoods and other Small Handles, and Small Novelty Turnings. Hand Type and Automatic Variety Lathes are special features.
MADE IN WINCHENDON, MASSACHUSETTS

C. E. MURRAY
DECHERD TENNESSEE
MANUFACTURER
ALABAMA PINE HEADING
BARRELS & SHOOKS
BUY and SELL
HOOPS and STAVES
Stock Guaranteed
PRICES ALWAYS RIGHT

BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY

BONE DRY — BONE DRY — BONE DRY — BONE DRY

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BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY

BONE DRY TRADE MARK REGISTERED

Continued Satisfaction a Natural Result

because of high quality stock furnished and dependable service invariably rendered by "H & H" on "Bone Dry" products. It is worth real money to you to know that your orders will always receive the same careful attention in **grade, quality** and **shipment.** We appreciate your consideration and business and solicit your patronage.

BONE-DRY is the BEST BUY

HIMMELBERGER-HARRISON LUMBER CO.

SALES OFFICE:—Cape Girardeau, Mo.

Heading Plant:—Morehouse, Mo. Stave Plant:—Cape Girardeau, Mo.

Struthers-Ziegler Cooperage Co.

SLACK BARREL MATERIAL

1314 LAFAYETTE BLDG. **DETROIT,** MICHIGAN

Why do people who want good Cooperage Stock instinctively turn to

THE OZARK COMPANY

ST. LOUIS

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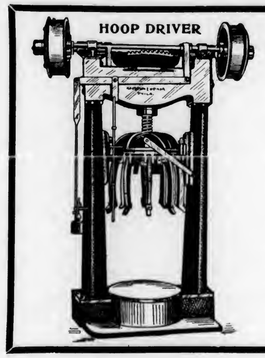
T. J. NASH L. M. PRESTON H. F. NELSON

HOOP DRIVER



WEIMAR ENGINEERING WORKS

BUILDERS OF..... Hoop Driving, Barrel Washing and Bung Hole Boring Machines

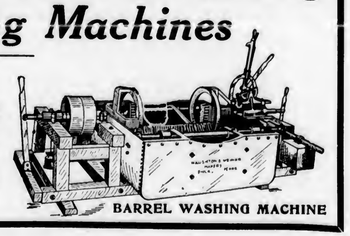
Special Machines Built to Order

In building our machines we seek to gain the highest efficiency in every way, and users of our make will find this our guarantee, which always holds good.

Let us know your requirements

WESTMORELAND and JASPER STREETS

PHILADELPHIA, PA.



BARREL WASHING MACHINE

WHEN WRITING TO ADVERTISERS, TELL THEM THAT YOU SAW IT IN "THE NATIONAL COOPERS' JOURNAL."

The National Coopers' Journal

FORTY-FIRST YEAR | Philadelphia, August, 1925 | $2.00 PER YEAR VOL. XLI, No. 4

New Orleans Trade Reports Many New Opportunities for the Cooperage Industry. Both Tight and Slack Lines Show Improvement

The produce season, after lasting longer than ever before, is now definitely over. The harvest in both Mississippi and Louisiana was the largest on record, and the demand for barrels also broke all records. No barrels are now being used for farm products, except a few for green corn and new potatoes. There is little demand for produce stock for immediate use, but, with such a phenomenal season behind us, it is not at all too early to begin to figure on stock for the next season. Of course there is always the possibility of a crop failure, but this danger is not serious, and the cooper who wishes to play safe would do well to begin now to figure on his supply of stock for the next crop, and not wait until he is ready to use it. This is also a very appropriate time to do a little missionary work among shippers who have used inferior packages as produce containers. If the stock mills could quote prices now for fall delivery the coopers could figure on the cost of production, and be able to talk business to produce growers and give them some advance information that would help them to make up their minds as to what packages they will use for their next crop.

Wooden vs. Steel Rosin Barrels

The last number of this JOURNAL contained a good advertisement for the tin rosin barrel. It is true that the article very correctly stated that the tin rosin barrel was a failure and the wooden barrel a success, but it was the first intimation that many rosin shippers of this section have had that there was any possible package for rosin other than the wooden barrel. The news will not cause anyone to discard the wooden barrel, or to use a tin one, but it will certainly be used by some shippers to bluff with. Tin barrels are made, therefore the makers of rosin packages must cut their prices to meet this competition. This is the kind of bunk that coopers here are always up against. The article referred to was, by the way, a very good one, and true in every particular.

Will the Cement Barrel Score a Comeback?

The Phoenix Portland Cement Company some time ago planned to erect here a cement plant costing only the comparatively small sum of a million dollars or so, but these people now announce that they have enlarged their plans, and will build a four-million-dollar plant while they are at it. This plant will be on the Industrial Canal, in the lower part of the town, and will utilize the mud which the city water works filters out of the Mississippi River water, so there will be no lack of raw material to keep a four-million-dollar plant going, and, as raw material is the main factor in any plant, the thousand or more men the company will employ will be sure of steady employment.

Most cement, as everybody knows, is handled in bags, but in some places a good many cement barrels are still used. Now that these cement people are beginning work on their enormous plant, would it not be a good time to show them the advantages of using barrels, ascertain their requirements in the cooperage line and arrange to supply them? The cement barrel trade let itself get knocked out too easily, and it is possible that it might yet score a comeback.

A New Field for Barrels

Every candy factory in this town—and there are many of them—is working at capacity, and most of them are enlarging, so, in spite of the pretty little cartons, this is an excellent market for candy buckets. The trade is large enough to keep a fair-sized shop going, and it would pay some fellow to specialize in that line. From the amount of candy shipped from these factories it would certainly be profitable to use barrels as containers, though we have not known of this being done. These candy factories are good friends of the coopers, for they buy their sugar in barrels in car lots, and by throwing emptied packages on the market at low prices make other shippers familiar with the merits of the barrel, so that they finally come to use new barrels when old ones are not available.

Missionary Work Needed

This is the season when New Orleans people hear much about apple barrels, and wonder what they are. Apples are not grown here in commercial quantities. Most of the apples used here come from California, where, apparently, they never heard of barrels, for Californians always ship in boxes. About the only cooperage package that comes here from California is a redwood keg, holding about three pecks of grapes. This is such an excellent package that it seems strange that Californians do not enlarge their views and turn to making barrels also. It would be a good thing if some of the fruit growers from barrel-using States would get in on this market. New Orleans needs the empties. A used barrel is an article of commerce, while a used box is a nuisance.

Sugar Trade Establishes New Records

Sugar importations through this port continue to establish new records. During the first half of this year over three million bags of foreign sugar, mostly Cuban, were entered here. Nearly half of this vast amount was received by the American Refinery, while the remainder was divided between the Colonial, Henderson's and Godchaux. It is probable that not more than a third of the total went into barrels after it was refined, but even a million bags of sugar in six months will fill a good many barrels. The American Refinery is supplied with barrels by its subsidiary, the Brooklyn Cooperage Co.; the Henderson buy their barrels of the Louisiana Mfg. & Cooperage Co., while the Colonial and Godchaux make their own barrels. As this is being written the announcement comes that the Henderson's have just received 10,000 bags and the American 45,000 bags of Cuban sugars. As long as the good work goes on at this rate some barrels are sure to be used.

The refined sugar is now sold at a surprisingly small advance above the cost of the raw. Of course the cost of and profit on the neat little cartons must be added to the selling price of the sugar, and this, just at the present time, makes a differential to the consumer of about three dollars per barrel in favor of the wooden package.

New Arrangements Will Affect Cooperage Industry

For the past ten months the demand for cooperage for cottonseed oil products has been pretty good, but it is now at low ebb, this being the slack season, when last year's crop of seed is pretty well exhausted, and oil from the new crop has not begun to come in. It will be some time in September before this business calls for barrels again. New Orleans has long been the center of the cottonseed oil industry, and now the Cotton Exchange has completed arrangements for trading in cottonseed oil futures, an innovation that is expected to prove popular. It is planned to accept deliveries in bulk, and to make 30,000 pounds the contract unit, so that two contracts will make a normal tank carload. In the past such deals have been made on the basis of a stated number of barrels, and barrel deliveries were specified. No cooper took the trouble to remonstrate against the change, or to advance any reasons why it should not be made. There are many good reasons why the barrel should be used for the transportation of crude cotton oil. However, if the use of tank cars is a step in the march of progress, let them use tanks. No matter how the crude oil is delivered to the refiners, the demand for barrels, halves, buckets and tubs for the finished products will continue, their only competitor being the tin can.

For "hogless lard" and "Louisiana olive oil" in small quantities the tin can is often convenient, but for larger quantities of these products it is a failure and a delusion. Hog lard comes here from northern packing houses, usually in tin cans, and is popular among the millionaires, but lard of the hogless variety, the real southern product, usually reaches the retailer in barrels. A few misguided retailers still receive their hogless lard in cans holding about half a barrel. These cans are not returnable, and it is lucky if they stand up under the first usage. When they are emptied they are thrown away. The wooden package can be used many times, or, if it is not returned to the refiner for credit, it brings a good price, and any of the coopers who do second-hand work will send a truck for it.

New Reforestation Plan

Louisiana has long claimed to be the foremost State in the Union in efforts at reforestation, but now she has a rival in Pennsylvania, and the "Pennsylvania Plan" of restoring her forests is likely to be quite as effective as the Louisiana plan, though it costs more money. The Keystone State has taken the first step towards the passage of a bond issue to raise $25,000,000 for forestry work. Louisiana, a much poorer State, can not afford such a vast sum, but must depend on the enterprise of her great corporations and the energy of her private citizens. The restoration of our forests and the perpetuation of the timber business, of which the cooperage industry is not the item of least importance, is an enterprise worthy of the whole nation. The Louisiana plan is good and the Pennsylvania plan is good. May they both succeed.

PRIZE CONTEST FOR GRADE-MARKING

Following the decision of the Southern Pine Association directors, New Orleans, La., to offer cash prizes for the best suggestions of the most practical and economical methods and devices for handling and grade-marking southern pine lumber and timber, the prize contest and terms were announced by Secretary-Manager Berckes at the association offices.

"The contest," his statement reads, "will be open to anyone who desires to enter. Contestants are requested to send in their suggestions before October 1, 1925, when they will be submitted to a committee appointed to make the awards. The $1,000 made available for prizes will be divided into six portions. The first prize for the best suggestion will be $500; second prize, $250; third prize, $100; fourth, fifth and sixth prizes, $50 each. All suggestions should be addressed to the Southern Pine Association Contest Department, New Orleans, La.

"At present the association mills that are grade-marking are using a rubber stamp with ink pad, and the grade is placed on the end of each piece of lumber. As the lumber leaves the planer it is marked with a crayon by the grader, then placed in racks and transferred to individual trucks according to grade. The lumber is stamped while on the trucks, before being moved to bins.

"This method of grade marking," it is pointed out, "can be improved, as the rubber stamp does not make an indentation on the end of the boards, which will insure permanency and legibility. Contestants should bear this in mind in addition to the practicability and labor-saving method of grade-marking, as these features will be important factors in the prize awards."

LUMBERMEN'S CONVENTION AT SPOKANE WILL BE IMPRESSIVE TRADE MEETING

Elaborate plans are being made for the entertainment of the lumbermen from all parts of the country, who will attend the 34th annual convention of the Concatenated Order of Hoo Hoo to be held in Spokane, September 14-17, 1925. Members of the local Hoo Hoo are determined to make every visitor get a lasting impression of his trip to the Pacific northwest, the great lumber section of America.

The efforts of the Spokane Hoo Hoo are being backed by Hoo Hoo throughout the northwest, who are arranging an itinerary to include all the leading lumber centers in this part of the country. The dominant features of the 34th annual convention will be the conservation and reforestation problems. Many national authorities on these vital subjects to every lumberman will appear on the program, which will be announced shortly.

Trips are being planned to the large sawmills, manufacturing plants, and out to the stands of virgin timber. In addition to this, elaborate plans are being made for the entertainment of the guests, which will include trips to all the scenic points of interest around Spokane, and later on the coast.

Louisville Cooperage Trade Experiencing the Annual Mid-Summer Dullness. Production Still Waits Upon Demand

According to some of the leaders in the Louisville cooperage industry, business is approximately in the same general position as it was thirty years ago. While there may have been a little improvement in package demand, this improvement is still not large enough to enable the cooperage industry to employ full forces. There has been some increase in the call for flour and produce barrels, as the flour mills have been running full time since about July 10th, while there has been fair movement in potatoes and some other lines of produce.

Weather conditions have been decidedly against the farmer, and the present outlook does not warrant the belief that there will be any really large demand for containers from packers of pickles and similar products, unless there is material improvement in growing conditions. The spring was cold, dry and late, while the summer has been one of extreme heat and considerable drought.

Tight Stock Production

Production of staves and heading in Kentucky as well as the South is still reported as rather light, as the producers are averse to manufacturing surplus stock in view of low prices, light demand, and the hazard of worm or bug damage to which stock held any length of time is exposed.

Tight Barrel Market

Prices are reported as up ten cents each on kegs in quantities, or car lots, but retail or small-purchase prices have remained unchanged. In standard packages of 45 to 50 gallons red oak is quoted at $2.50; white oak, $2.65; spirit, $4.70, and charred spirit at $5.20, while gum barrels are $2.35. In quantities these prices can be shaded a little.

The market as quoted to small purchasers is given as follows:

Gallons	Red Oak	White Oak	Spirit	Charred Spirit
1	$0.65	$0.70	$1.00	$1.15
2	.75	.80	1.15	1.30
3	.85	.90	1.30	1.45
5	1.25	1.35	2.10	2.35
10	1.60	1.70	2.35	2.60
15	1.75	1.85	2.60	2.85
20	1.90	2.00	2.95	3.20
25	2.05	2.15	3 20	3.45
30	2.20	2.30	3.50	3.75
45-50	2.50	2.65	4.70	5.20
Gum barrels	2.35			

Slack Barrel Market Dull

In slack packages flour barrels are quoted at 80 cents, with produce at 65 cents, these being the only packages in much demand in the local trade. The Louisville Cooperage Co. reported some improvement in slack-barrel demand, but is still handling all of its slack production on a hand-made basis.

Berry Crop Smaller Than Last Year

Although a good many new barrels were used over the past sixty days in sugaring down fresh strawberries, the pack this year was relatively small as a result of very high berry prices, and a short crop. Cold weather in late May, and very dry weather, which prevailed during the growing season, were contributory causes of the light harvest. The Bowling Green, Ky., and western Kentucky growing sections produced little more than fifty per cent. of a normal berry crop this season.

Opportunity to Exhibit Tight Packages

Announcement was recently made in Louisville to the effect that the National Canners' Association, and affiliated organizations, including the National Food Brokers' Association, National Canning Machinery and Supplies' Association, and National Syrup Manufacturers' Association, would hold their 1926 convention in Louisville, where the organization has held several meetings in the past. The Jefferson County Armory will be used for exhibits of various packages, machinery, barrels, kegs, bottles, cans, etc. Between 7,000 and 8,000 members are expected to attend the convention, which will will be in session from January 24 to 30, 1926. This meeting will furnish the opportunity for some very effective trade extension work in the interest of cooperage.

Large Increase in Apple Production

Federal farm census reports covering a number of eastern Kentucky counties, including Floyd, Clay, Perry and others, show a tremendous increase over a five-year period in apple production, much of the land in that territory being poor and of small value except for orchard or coal-mining use. In Perry County over a period of five years to January 1, 1925, production of apples increased from 9,918 bushels to 117,029. In Floyd County the increase was from 33,593 bushels to 141,579. In Clay County from 2,908 to 118,925 bushels. Through efforts of county agents, etc., farmers have been setting out many young trees, and have a goodly number of old producers. Railroad facilities have been improving in those sections, and it is easier to get apples to market.

Bureau of Foreign and Domestic Commerce to Establish Branch Office in Louisville

The lumber and cooperage interests of Louisville and adjacent districts are much interested in announcement of the Louisville Board of Trade and Merchants and Manufacturers' Association, regarding plans of the Department of Commerce to establish a branch office of the Bureau of Domestic and Foreign Commerce, in Louisville. The new office will aid shippers of Kentucky, Indiana and Tennessee, and other nearby territories in the matter of foreign commerce, placing at their disposal all information concerning foreign trade conditions and customs that is available in the bureau's files. The two local organizations have been working for such an office for some time. The bureau's latest budget on expense contains an item regarding expense of the office to be operated at Louisville.

An Item for Dealers in Used Slack Kegs

The Associated Industries of Kentucky, in a recent weekly bulletin, carried a paragraph quoting a local consumer of nails, bolts, nuts, etc., who stated that the concern annually accumulated large quantities of single-head kegs, which should be of interest to someone. The association offered to place any interested party in touch with the concern which has the kegs to dispose of.

Nick's "Lizzie" Kidnapped

On the night of July 12th, Mr. J. "Nick" White suffered the theft of the nice, shiny "Lizzie" coupe in which he was wont to dash about the environs of the city in the pursuit of orders which have lately become exceedingly coy and elusive. Two days later the little maiden was discovered, a bit the worse for wear, and as dry as a bone, abandoned by the roadside at New Albany. A local constable returned it to its family circle in the Louisville Cooperage Company's garage and was suitably rewarded for the recovery of the wayfarer.

COOPERAGE CONCERNS MERGE

Announcement has been made of the merging of the cooperage stock business of Chester L. Fisher, New York, with that of Phillip E. Maduro, Inc., also of New York. The combined businesses will be continued under the name of Phillip E. Maduro, Incorporated, with main offices at 91 Wall Street. The firm will conduct a general domestic and export business in tight and slack stock and shooks. Their direct mill service will be supplemented by the maintenance of a fully stocked warehouse in New York, from which speedy shipments to nearby territories can be made.

CHINESE CHESTNUT TREES WILL HELP

An announcement from the Department of Agriculture, Washington, D. C., states that in order to do away with the damaging results of chestnut blight, and at the same time provide a suitable chestnut wood for commercial purposes, the restoration of the chestnut forests from Maine to Kentucky and Tennessee is being contemplated.

Two kinds of chestnut seeds have been imported from China. One is from the wild chestnut of southern China and this is to be used in the southern part of the nation, where the chestnut tree is a natural growth. The other, a hairy chestnut raised in northern China, is to be used in the colder climes of the nation. It is claimed that both species are immune to the blight and other diseases that have practically insured the destruction of the forests of domestic trees. The chestnut blight has worked its way into Virginia now and it is only a matter of another couple of years before it attacks the forests of the Carolinas, Kentucky and Tennessee.

Try our Special "Ad" Department for quick returns if you have anything to sell or want to buy.

M. G. HOFFMAN, PRESIDENT PENSACOLA EXCELSIOR COMPANY, COMMENTS ON STEEL ROSIN BARREL

The competition offered by the steel drum, which has made its appearance in the naval stores trade as a rosin package, constitutes no great menace to the popularity of the wooden rosin barrel that has been the standard container in this line for scores of years past, according to the opinion of Mr. M. G. Hoffman, president of the Pensacola Excelsior Company, Pensacola, Florida, whose company produces the majority of the wooden rosin barrels used in that section. In the communication printed below, Mr. Hoffman presents his views on the subject:

PENSACOLA, FLA., July 15, 1925.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

The plants producing wooden rosin barrels here in the turpentining area of the United States are facing new competition in the form of a steel rosin barrel. It is a steel drum weighing uniformly 13 pounds. This is offered to the rosin producers at a price, which in the final analysis, is about the same as the price of a rosin barrel constructed out of long-leaf yellow pine wood. This wooden rosin barrel weighs, when dry, about 67 pounds.

The competition then is between a wooden barrel and steel-sheet barrel, the cost of each being about equal.

But, by custom, rosin is bought and sold by the pound, and the weight of the container is sold as rosin.

The wooden rosin barrel weighs about 54 pounds more than the competing steel drum. A corresponding saving in freight is indicated in the use of the steel drum; also the buyer would be getting 54 pounds more of rosin, as the steel drum weighs that much less than the wooden barrel. On the other hand, the rosin producer gets paid for 54 pounds more of rosin by using the old pine rosin barrel.

But—and this butts the train of progress nearly off the track—the steel barrel, being as thin as paper, will soon be rotted by rust, and is also too light to stand the strain of rough handling, nor has it any bilge or place on which the human hand can "get a hold" to handle it.

The steel drum is now being experimented with by a few shippers to see if it will be a success. It is very doubtful.

Very truly and sincerely yours,

PENSACOLA EXCELSIOR COMPANY.
By M. G. Hoffman, Pres.

HOUSTON COOPERAGE AND TUB COMPANY'S PLANT WIPED OUT BY FIRE

Fire of undetermined origin recently completely destroyed the plant of the Houston Cooperage and Tub Company, at Nance and McCall Streets, Houston, Texas. According to a communication to THE JOURNAL from Mr. Jacob Noodleman, president of the company, the entire establishment was consumed by the flames, which left nothing but a heap of smoking ruins. Insurance ample to cover the loss sustained was carried on the plant. Plans and specifications for a new factory of increased capacity have already been drawn up, and the work of clearing the site and erecting the new buildings will be pushed with the utmost vigor.

PURCHASES COOPERAGE PLANT

Charles N. Isaakson, of Muskegon, Michigan, has purchased the plant of the Manistique Cooperage Company, at Manistique, Michigan. Mr. Isaakson, who is one of our cooperage "old-timers," will start operation immediately.

ESTABLISHES HAULAGE SERVICE

The Export Cooperage Company, Leslie, Arkansas, has started a stave haul from its rough stave plant at Cotton Hollow. The company has placed a large number of teams and trucks in service for hauling the staves to the finishing plant at Leslie.

ORGANIZING NEW PLANT

A new plant has been organized and is now operating under the name of the Eastern Barrel Company, at 30 North Davis Street, Providence, R. I. Messrs. Nathan and Samuel Silverman are at the head of the new enterprise.

SUFFERS FIRE LOSS

A fire recently occurred at the plant of the Gideon-Anderson Company, Gideon, Missouri. At this writing, THE JOURNAL has as yet received no definite information as to the loss entailed.

PULSE OF THE TRADE

OPTIMISTIC IN SPITE OF PRESENT DULLNESS

C. F. PETTY STAVE AND LUMBER CO., GIBSLAND, LA.—"The stave business is quite dull just at this time, however we are looking forward to a better condition this fall."

QUIETUDE PREVAILS DOWN TEXAS-WAY

JULIUS NEIDHART, SAN ANTONIO, TEXAS.—"There is very little repair or cutting-down work here now. The near-beer may bring a demand for beer kegs next year."

1925 IS REGARDED AS AN "OFF" YEAR

PARAGON COOPERAGE CO., FT. WAYNE, IND.—"Generally speaking this has been an 'off' year for us. We regret that we can not see anything to justify much improvement for the balance of the year."

EXPECT A BUSY FALL TRADE

SACRAMENTO COOPERAGE CO., SACRAMENTO, CALIF.—"Business has been fairly good with us all this year, and are expecting a busy fall trade, if the present hot weather does not hurt the crops."

EXPECTS IMPROVEMENT IN FALL

REVIER COOPERAGE CO., BALTIMORE, MD.—"Business is quite slow with us now and has been so since February. While the immediate future is not too encouraging, we are trusting to a good fall pickup."

WILL REBUILD HOOP MILL

The Schulz Manufacturing Company, Des Arc., Arkansas, will rebuild its hoop mill, which was destroyed by fire. The new plant will be modern in every respect. Mr. E. C. Schulz is president of the concern.

TUB AND PAIL BUSINESS IS VERY SATISFACTORY

THE NATIONAL WOODENWARE CO., CHICAGO, ILL.—"The tub and pail business has been subject to the usual midsummer lull, but considering the season, the year has been very satisfactory. We expect a good demand this fall."

NEW ENGLAND IS IN TRADE DOLDRUMS

E. A. NICHOLS, PROVIDENCE, R. I.—"Business is very quiet here. The tar and pitch trades are being flooded with cheap iron packages. Where I sold thousands of barrels last year, I am doing very little now. The textile trade is also very dull."

JUNE AND JULY VOLUME GOOD—CONTINUED IMPROVEMENT EXPECTED

REDLICH MANUFACTURING COMPANY, CHICAGO, ILL.—"From latter part of June and throughout July trade has slowly improved and we look to continued upward trend for balance of year. 1925 opened well, but dropped down in March, much to our disappointment, as we expected good business from then."

COOLER WEATHER WILL BRING BETTER BUSINESS

AUGUST H. SAUER, WILMINGTON, DEL.—"Wish to advise that the barrel business in this section is very quiet at this time, as the potato crop is very short on the Delaware, Maryland and Virginia peninsula, owing to the long dry weather. All trade in our line is slow just now. I look for better business as the weather gets cooler."

MARYLAND PUTS THE BLAME ON ARKANSAS

ROACH STAVE COMPANY, BOONSBORO, MD.—"There are plenty of inquiries for staves, but the prices offered are far below the cost of production. The fault lies with some Arkansas stave manufacturers who have offered staves at $3.25—they have a top-heavy stock of No. 2 staves. We can not predict any improvement for several months."

BUSINESS ONLY A FRACTION OF VOLUME PRIOR TO 1921

GEO. B. NICHOLS, EVERETT, MASS.—"Even as for the last four years, trade with me is not over 25 per cent. of normal as compared with years prior to 1921, and I have no advices in hand which indicate any change for the better in the near future. Your JOURNAL is a very welcome guest each month, even as always during the many years I have taken it."

TRADE IN COOPERS FLAG IS EXCELLENT

FINGER LAKES COOPERAGE FLAG CO., SAVANNAH, N. Y.—"Trade with us is excellent. With inquiries coming in in the future as in the past six months, we will be all sold out of old stock before the new stock is ready for market.

"The new crop looks to be good, but there is no great quantity, as the Barge Canal drained 75 per cent. of the marshland, and it is now being tilled for garden truck."

BETTER DEMAND FOR SLACK STAVES IN SIGHT

PASCOLA STAVE CO., PASCOLA, MO.—"Owing to the dullness of the market in the last six or seven months, we have only operated our plant about half time, and will continue to do so until we see some encouragement to increase our output. No. 1 staves are in demand, however they are not yet commanding a living price. No. 2 staves have been a drug on the market, but they are looking up some at the present time. A better demand seems to be in sight for the balance of the year."

BUMPER SUGAR CANE CROP WILL HELP SLACK BUSINESS

PLAQUEMINE STAVE AND HEADING CO., LTD., PLAQUEMINE, LA.—"We are still operating, but a majority of the lumber, veneer and cooperage mills in this vicinity are running part time or shut down completely, looking for better prices. This season's cane crop should be a bumper one, which will mean that many planters who have not used barrels in several years will come back to them this fall. In fact, we look for a gradual increase in business back to normal along in September."

DEMAND AND ORDERS BOTH SMALL IN SECOND-HAND LINE

ANDREW RITTER, PHILADELPHIA, PA.—"Business with us has been a bit dull within the past few months, during which it was almost impossible to get any large orders in advance. Most customers have been buying only for immediate needs, and then only in small quantities, and, of course, at prevailing low prices. The low quotations were due to large stocks of barrels in the hands of dealers who seem to be frantic to dispose of their stocks at almost any price. However, I believe business will become better in a few months, and I look for a big demand for all kinds of cooperage."

BUSINESS SATISFACTORY AT PRESENT AND PROMISING FOR FUTURE

R. H. MYERS, CLEVELAND, OHIO.—"The situation here in the cooperage line with us has been such during past three or four months that we have no complaint."

"We believe that the manufacturers of stock, and the coopers also, are now on the right track and should keep up the good work.

"What we mean is, that the prevailing prices are such that would enable the manufacturer and dealer in the wooden barrel line to hold his own with competitive containers and get at least his share, if not a goodly share, of the business to be had.

"We hope for the continuance of this satisfactory condition, and with all other forces working toward our mutual betterment, we are optimistic for the future.

"We extend every good wish to your valuable paper, which is, to our mind, one of the important allies of the barrel man."

TURNER-FARBER-LOVE COMPANY PIONEERS IN GRADE-MARKING DOMESTIC LUMBER

The Turner-Farber-Love Company, of Memphis, Tennessee, has inaugurated an innovation in the grade-marking of all lumber for domestic markets. The marking is done with a die as the lumber is loaded for shipment. While export lumber is usually marked as to grades, this is the first time that the practice has been applied to goods produced for home consumption. The company, in addition to holding a leading position in the lumber trade, is one of the largest producers of slack cooperage stock in the country.

COLLETON MERCANTILE AND MANUFACTURING COMPANY PRODUCING ROSIN STAVES

The Colleton Mercantile and Manufacturing Company, of Ravenel, S. C., is now manufacturing rosin barrel staves at its plant in Ritter, S. C., in addition to the other lines of cooperage stock which it produces. They are in a position to turn out this item in unlimited quantities, having a tremendous supply of the green pine timber from which the staves are made. The company, which has been engaged in the manufacture of forest products for more than 30 years, is one of the largest cooperage producing concerns in the South.

PRICE-CUTTING IS DEMORALIZING THE MARKET

MATT RACKI, KIRBYVILLE, TEXAS.—"As far as I can determine the stave business is very dull both here and in the foreign countries. We have a large stock of staves in foreign countries but we can sell hardly anything, and the future business does not look promising according to the information which I get from foreign countries.

"We have shut down all of our stave operations and will stay shut down until the market conditions change. If everybody would do the same we could bring the market up to a reasonably profitable basis, but as the situation is now, the only thing we have to hope for is that conditions will change for the better. I think it will be some time before we will see this, as we have too many price-cutters among us who are under-selling each other and they are losing money every day."

TRADE CONDITIONS IN GENERAL INDUSTRY ARE DEFINITELY TENDING TOWARD SMALLER UNITS OF PURCHASE

There has been a wide divergence of opinion this year among men usually considered authorities respecting what constitutes good business. The First Wisconsin National Bank, of Milwaukee, raises this point in a recent review, and says that the question of whether present business conditions are good, bad or indifferent, is too often made to depend upon conditions in the individual's own line.

It points out that seldom are all kinds of businesses prosperous at the same time. There are certain industries these days that for one reason or another are less favorably situated than the generality. Business conditions can only be properly judged by a wide survey and by taking into account many factors.

Average Proper Criterion

There is another side to this question, which is concerned with the desire of business men constantly to seek for increases, which in itself is desirable and laudable, but disappointment at failure is not always justified. Thus, one finds dissatisfaction because sales and profits do not measure up to those peak periods, when the conditions are generally acknowledged to have been highly exceptional.

The habit of gauging the condition of a business by its maximum performance, rather than by what is average or normal in the industry, has become all too general. The only way to get a correct idea of present performance is to view it in the perspective of years, taking pains to discount the highly exceptional conditions during war and post-war years.

Closer Buying to Remain

There are many manufacturers and merchants, finally, who have not readjusted their operating methods to the buying habits that now prevail. They are still living in the days when contracts were made for a whole season. Perhaps the pendulum has swung too far the other way. It is quite possible that we are coming into a period of more stable prices and that buyers, therefore, may see their way clear to make more liberal commitments.

That which is called buying from hand-to-mouth, but which might better be termed buying according to determinable needs, has demonstrated its advantages in producing a more even flow of commodities from producer to consumer and avoiding the danger of over-heavy stocks.

It is fairly certain, therefore, that the pendulum is not going to swing clear back. There may come some reaction from present extremes, but, in the end, the terms of commitments will be substantially shorter than they used to be.

Moderate Upward Trend

The First Wisconsin Bank contributes an interesting touch of optimistic comment on the current discussion with regard to the prevailing prosperity that is worthy of quotation. It finds that there is a definite, though moderate, upward trend in basic commodities apparently in progress, and concludes as follows:

"The reaction which started toward the end of the first quarter was largely confined to manufacturing. Iron and steel, cotton and wooden textiles and leather were most seriously affected. Employment throughout the country has held up fairly well. Consumer buying has remained steady.

"Any excess of production during the last quarter of 1924 and the first quarter of 1925 has disappeared as a result of prompt manufacturing curtailment and well-maintained consumption. It is doubtful whether there has been any serious overproduction. The sharp decline of manufacturing was due rather to hesitancy on the part of middlemen in accumulating stocks."

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SUPPLY vs. DEMAND

It is universally conceded that, as a general proposition, manufacturers of cooperage stock are realizing extremely small, if any, profits from their businesses. As a matter of fact, it might be stated in broad terms that the majority of stock producers, both slack and tight, are actually losing money under present conditions, and have been doing so for the past few years. To just what factor in the industry's activities these conditions are chargeable is more or less a matter of individual opinion.

There are a few basic or underlying elements in the situation that are militating to the detriment of satisfactory trade in our line, which are clearly discernable and for which a remedy is very easy to prescribe. The most serious malady afflicting the industry at the moment is the lack of balance between the production and the consumption of cooperage material. This lack of balance is the root from which springs the greater number of the lesser illnesses which are besetting the trade. It is the mother and father of price-cutting, unfair competition, market glutting and a host of other scourges that are making the cooperage business a hazardous and unprofitable line of endeavor.

It is ridiculously easy to lay down the formula "balance production with consumption," but it is an extremely difficult matter to apply it effectively to a trade body of such size and such far-flung area as that of the cooperage industry.

There is no single agency existing at the present time powerful enough to control total production—it can only be regulated by the common consent and co-operation of the individual operators. The very obvious fact that the prevailing unprofitable price which cooperage brings in the open market is based upon the law of supply and demand, should be convincing proof to any reasonably intelligent producer that there is too great a volume of manufactured stock available, and the only sensible thing to do under the circumstances is to "cease firing" until demand catches up with supply. The consumption of cooperage stock is a fairly staple quantity and no material increase in demand can be brought about by reducing prices to an unprofitable level. Barrels are bought on the basis of utility and not on the basis of price, and to assume that any consumer will buy cooperage that he has no use for, merely because it is cheap, is to draw a conclusion on illogical and untenable premises.

Granting a more or less fixed consumption, if demand is met fully and generously and over-supply is avoided, prices will climb to a reasonably profitable level and can be maintained on this plane indefinitely.

CO-OPERATION BETWEEN MANUFACTURER, JOBBER AND CONSUMER WILL PUT THE COOPERAGE INDUSTRY ON ITS FEET —FRANK M. SCHERER

As we draw near the close of the month of July and enter into August there are two distinct features in the slack cooperage industry that mean a good deal to both the consumers and manufacturers.

Following the action of some of the largest hardwood lumber manufacturers in the South, a good number of mills are shutting down and devoting their time to the disposition of their stocks on hand, and are trying to convince the users and distributors that they are offering high-class material at prices below the cost of production. A number of the consumers are taking advantage of the present situation by buying a reasonable quantity for the immediate future, but a greater number are still anticipating lower prices. We do not, however, think this will materialize as there has already been some increase in certain grades of staves, notably No. 2—28½-inch cottonwood and gum. It is to be expected that the cooperage industry, like all others, will suffer periods of depression, but there really has been a time when such conditions prevailed over a period of ten months and longer. It is our honest opinion and belief that the period of depression is passing and that the late summer and early fall will bring a better volume of business, with a better price to the manufacturers.

The other point that we wish to bring out is the fact that there are distributors and manufacturers who still think that the demand can be improved by the ridiculous cutting of prices to almost unheard-of values. Let us take, for example, the pine heading situation. Mill run 17⅛-inch can be purchased today, at a few mills that have any stock, at an average price of 5½ cents at the mill. This price is not profitable to the manufacturer, and it is hard to believe, but nevertheless it is true, that during the past ten days quotations have been made to the trade in the East on this particular item as low as 6½ cents delivered on a New York rate. This price is lower than any No. 2 heading of any kind which can be delivered in the same district, and we know of some truck barrel heading which is not of so good a grade, that has been sold at a better price. The effect of such ridiculous quotations is hurting the entire cooperage industry. In the first place the consumer can hardly believe that stocks are being rapidly depleted and that a little higher prices are anticipated. He feels that the heading market is still on the toboggan, and instead of placing his order now, even at the ridiculous quotations made, he passes it up and waits, and along with this he postpones the purchasing of his hoops and heading. If the market should strengthen very materially the purchasers of this low-priced stock would probably have difficulty in getting delivery.

We realize that every jobber and manufacturer has the right to ask his own price, and the consumer has the same privilege of having his mind set on a price to buy. But why should any one who has the slack cooperage business at heart, and who is making his livelihood in it, cut prices to the point where any business handled must result in a very heavy loss? In the particular district that was covered with these low quotations, records indicate that other orders were placed for the same articles at 7¾ cents to 8 cents per set.

It appears that there is a lack of co-operation between the manufacturer, the jobber and the consumer, and we believe that in addition to stability we must also strive for sincerity. Every consumer realizes that the manufacturer is in business to make some money and will not criticize his asking a reasonable price for his product.

PRESENT CONDITIONS POINT TO A GOOD FALL TRADE—JAMES INNES

The report of the apple crop continues favorable, while early apples are light, not many of these are packed in barrels, so the light crop does not affect the consumption to any great extent. Late apples, however, promise an abundant crop, and this should help the situation materially. Provided there is a good demand for apples for export, which is likely as freights are easier, apple barrel stock should be fairly well cleaned up this fall. Coopers' stocks are fair; there are heavy stocks at the mills, but a heavy run on apple barrels will soon melt these stocks away.

Prices continue unchanged; the supply is still in excess of the demand, so that we do not look for much improvement in prices unless we have a rush for apple barrel stock.

General trade is quiet, which is the usual condition in July, but everything points to a good fall trade.

Export demand continues fair, quite an improvement on a year ago, and steadily increasing.

LATE APPLE CROP WILL PROVIDE AN INCREASED VOLUME OF BUSINESS FOR THE COOPERAGE INDUSTRY—C. M. VAN AKEN

The past month has shown no great changes in the cooperage business throughout the eastern section. An average amount of staves, heading and hoops has been moving in this territory for various kinds of barrels. No one seems to be hungry for stock because it is generally realized that there is enough anxiety on the part of the shippers to get the orders, so that no unnecessary delay is experienced in loading cars, and for some unknown reason the railroads are bringing cars through in express time. In fact, during the past few months, a customer in New York State could get a car through from the mill about as quickly as he could get a small shipment from New York warehouses.

Some cooperage is moving into the fruit districts constantly; of late the major portion of early apples are being shipped in baskets, thus curtailing the barrels used for early apples. Many people are still of the opinion that the late apple crop, which is the crop that is barreled, is going to be small, but others are more optimistic and feel confident that when the pickers begin their work it will be found the same as has been found every other year, that there are more apples than is generally expected.

There does not seem to be as much cutting of prices now as there has been in past months. The prices are right down to or below cost of production, and most of the manufacturers and dealers feel that if the other fellow wants to go below this he may have the business. It can readily be seen that a spirit of this kind has a beneficial effect upon the trade, because the buyer knows where the price is and also knows that there is no probability of his neighbor buying cheaper than he does.

BALANCING OF PRODUCTION WITH CONSUMPTION THE SOLUTION OF COOPERAGE PROBLEM—E. A. POWELL

In a recent letter to THE JOURNAL, Mr. E. A. Powell, president of The Powell Cooperage Company, expounded the following summary and prediction relative to the present cooperage situation:

"Practically every industry in the country is suffering from being overplanted. The productive capacity built up during the war period can not be sustained during normal business periods. Consequently, in many lines, shutdowns are becoming more frequent, and consolidations and reorganizations which make possible the more equitable distribution of the burden imposed by unemployed capacity, are being put into effect in almost every line of business.

"The production of cooperage is decreasing and will decrease more, and within the next 60 days the cooperage market in many lines will show decided improvement.

"For many years there has been a gradual but definite tendency discernible in the cooperage business toward the consolidation of individual manufacturing units and toward the linking of manufacturing concerns with barrel making concerns. This has indicated recognition of the fact that our package, to compete successfully, must eliminate all possible overhead, all excess selling expense, and the concerns supplying barrels must so equip themselves as to render practically perfect service. Added impetus will be given this movement by the business condition through which we are passing, and the barrel consumer will approve of any movement in our industry which will give him better service, better packages, fewer and better organized concerns to deal with, and a market of comparative and reasonable stability.

"To us, the present conditions in the industry are not discouraging, but are natural results from obvious causes, and as production and demand assume the proper relation, we expect and look forward to a healthful condition which will allow profit making by everybody in the business, although there will undoubtedly be many consolidations throughout the industry which will tend to reduce the overhead cost of manufacturing and selling cooperage."

Mr. Powell's views are founded on keen observation of the conditions prevailing in the business in which he is one of the individual leaders, and his utterances on trade subjects are clothed with the authority of sound judgment and close analytical study.

PICTURE THIS, PLEASE

The United States produces annually nearly 200,000,000 bushels of apples. If placed in barrels, side by side, the apples would form a line four barrels deep, extending from Boston to Seattle.

WHERE "HUGE PROFITS" IN INDUSTRY GO

Huge profits on capital invested in manufacturing exist only in the minds of the uninformed, according to Noel Sargent, who discusses the subject in July *American Industries*, official publication of the National Association of Manufacturers.

The total gross income devoted to interest on funded debt, savings, and dividends and profits, amounted to only 7.5 per cent. he writes, considering the capital reported for all industries by the Census of Manufactures for 1919. This figure relates to only one year and does not take into account losses through failure or liquidation, or long periods during which otherwise successful concerns frequently pay no dividends.

In controversion of the idea of swollen corporate profits Mr. Sargent considers 1921 the year of greatest profits in this country. Of 31,000 corporations in the manufacturing, mining and milling group in that year, the number of those earning (after taxes were paid) from 10 to 20 per cent. was nearly 20 per cent. greater than those earning 40 per cent. or over on their capital. In this year also, of the 351,000 corporations of all kinds, 34 per cent. had no earnings or a deficit, 50 per cent. had earnings of 15 per cent., and 16 per cent. had earnings of 15 per cent. or over.

Offsetting this year of greatest profits, from 1913-1918, inclusive, of an average of 322,000 of all American corporations, the average number of those which either had no income or a deficit was 133,000; from which Mr. Sargent assumes that every year an average of 40 per cent. of all corporations earn no profits.

To further illustrate how lean years over a period may neutralize the extraordinary profits of exceptional years, Mr. Sargent states that in 1921, a year of industrial depression, 53 per cent. of the manufacturing corporations submitting income returns reported no net incomes.

Considering more in detail the earnings of 34 subdivisions of the industrial group in an analysis by the Standard Statistics Company, Mr. Sargent states that in only six of them did profits for the years 1921-1922 and 1923 average more than 10 per cent., the highest figure being 14.25 per cent., while two of them had an average less, and the weighted averaged profit for the entire group was only 6.50 per cent.

"These figures very clearly show," Mr. Sargent concludes, "that industry as a whole does not make exorbitant profits, and that years of prosperity are only compensations for years of depression."

THIRTY NATIONS CO-OPERATING IN DRIVE TO CURB ACCIDENTS

That safety is indeed a world problem which knows no boundary lines is indicated by the fact that more than 100 members of the National Safety Council reside in 30 different countries. These members get the collective accident prevention experiences of 4,000 safety men scattered all over the world, through the council which serves as a clearing house of information. The foreign members include government officials, chambers of commerce, municipal bureaus, industrial institutes, public utilities, railways, mines, exploration companies, factory inspectors, departments of labor, health, life and welfare societies and representatives of American companies.

The members abroad are carrying on accident prevention work similar to that which is being conducted by concerns in this country, whose employees are being taught safety in plants, upon the streets and at home.

The foreign membership of the National Safety Council has grown considerably since W. H. Cameron, its managing director, addressed the International Labor Conference, a department of the League of Nations, at Geneva, Switzerland, and which will send a delegate to the Fourteenth Annual Safety Congress, to be held at Cleveland, Ohio, from September 28th to October 2d, inclusive.

Among the countries in which National Safety Council members live are: Argentine Republic, Brazil, Chile, Australia, Canada, Mexico, Columbia, Uruguay, Sweden, Switzerland, New South Wales, Poland, Belgium, Roumania, British West Indies, Czecho-Slovakia, France, Finland, Germany, Hungary, India, Ireland, England, Italy, Japan, Norway, Denmark, Netherlands and New Zealand.

STAVE MILL NOW REBUILT

According to recent advices to THE JOURNAL, the stave mill of M. L. Sigman, at Monticello, Ark., has been rebuilt and is now in operation. The new mill takes the place of the one recently destroyed by fire. Mr. Sigman states that the new plant is completely equipped with machinery of the most approved design, and that he is in a better position to turn out high-class stock than ever before.

THIRD ISSUE OF THE DEPARTMENT OF COMMERCE'S YEAR BOOK READY FOR DISTRIBUTION

"The American people have little right to complain about our economic situation during the year 1924"—thus Secretary Hoover begins the foreword of the third issue of the Commerce Yearbook, which was released for distribution on July 15th. The seven hundred and odd pages which follow contain the vast mass of facts on which this general conclusion is based. Concisely and simply, but comprehensively and thoroughly, the Yearbook presents and analyzes the statistics and other facts of American business during 1924, with comparisons between that year and its predecessors. The economic situation of all important foreign countries is also summarized. The statistical material is illustrated with a large number of diagrams and maps.

This third issue of the Commerce Yearbook appears much earlier than its two predecessors, both of which were necessarily delayed by the newness of the task undertaken. It is not possible, in view of the purpose of presenting an authoritative review of the year, to issue the Yearbook before about the middle of the following year, since many essential statistics do not become available until April or May. The promptness of the present issue greatly increases its utility, and it is expected that the sale will consequently be much larger than that of the second issue, which in turn was three times greater than that of the first. The Yearbook has evidently filled a real need of American business men, bankers, economists and journalists. As stated by Julius Klein, Director of the Bureau of Foreign and Domestic Commerce, it is hoped that this series of Yearbooks "may be of assistance in laying out long-range programs for the stabilization of industry and trade, so as to minimize the economic losses resulting from the current extremes of the business cycle."

The volume may be secured from the Superintendent of Documents, Washington, D. C., or from any of the district or co-operative officers of the bureau at the nominal price of one dollar.

THE PETER GERLACH COMPANY EXECUTES LONG-TERM LEASE ON NEW QUARTERS

The Peter Gerlach Company, of Cleveland, pioneer manufacturers of cooperage machinery, have closed a ten-year lease on 30,000 square feet of space on the main floor of the Templar Motor Car Company's plant in that city and will occupy their new quarters as soon as their plant and office equipment can be transferred from their present location at Winter and Leonard Streets. The consideration set forth in the lease is $70,000 for the term.

They have disposed of the factory and office buildings at Winter and Leonard Streets, which they occupied for a long period of years, to the Cleveland Union Terminals Company. This site, which adjoins the railroad property, will, after the razing of the present buildings, be incorporated in the expanded terminal now under construction.

TREE FELLING TO BE PROHIBITED BY LAW

Having in mind the conservation of Indianapolis trees for the coming generations, Mayor Lew Shank, of Indianapolis, Ind., plans to submit to the city council an ordinance which will make the felling of trees illegal unless a permit has been granted and the person cutting down the trees signs an agreement to plant a young tree for every tree felled. So far as is known, the ordinance, if passed, will be the first of its kind in Indiana, and is expected to set an example not only to other cities of the State, but will likely lead eventually to State legislation of a similar nature. Both factions of the city council say they can see nothing but good in such an ordinance, and there is but little doubt it will be passed.

Officials of the State forestry department are delighted at the probable action of the city council. According to Richard Lieber, head of the State conservation department, the passage of the ordinance will mark a long step toward the conservation of forests in the State, not so much for the value of trees in the city alone, but for the moral effect such an ordinance will have in other cities and eventually in rural communities.

EPPARD STAVE COMPANY'S MILL BURNED

The stave mill of the Eppard Stave Company, at Farmville, Virginia, was completely wiped out by fire in the early part of July. The origin of the flames is undetermined. The mill, which was totally consumed, will be replaced immediately and operation will be resumed as speedily as new equipment can be installed.

WANTS IN COOPERAGE LINES

E. J. Hicks, Kernstown, Virginia, is in the market for from 300 to 400 apple barrels.

Blue Ring Products Co., 1914 James Building, Chattanooga, Tennessee, desires quotations on cooperage.

The Eppard Stave Co., Farmville, Virginia, is in the market for a 20-inch cylinder saw, Whitney preferred.

Andrew Ritter, 1222 Shackamaxon Street, Philadelphia, Pa., will be in the market for a quantity of glucose barrels for fall deliveries.

Schaffner Bros. Co., Erie, Pennsylvania, will be in the market for one carload of No. 2 30-inch gum staves for shipment about the middle of September.

BAUER COOPERAGE COMPANY LOSES FAMOUS CASE IN SUPREME COURT

A recent decision handed down in the Federal Court at Cincinnati disposes of the suit of the Bauer Cooperage Company vs. Jacob Schmidlopp and Lawrence Maxwell, Jr., which has become famous in the annals of the cooperage industry. In 1907 the Bauer Cooperage Company purchased from Messrs. Schmidlopp and Maxwell a tract of 25,000 acres of timber land in Pulaski and McCreary counties, Kentucky. The consideration, $200,000, was paid by ten promissory notes of $20,000 each, which were to be retired over a period of five years. Notes and interest aggregating $150,000 were paid by the Bauer interests, who then entered suit, claiming that they had acquired the land under the terms of a mortgage which they had virtually satisfied and that the balance of the consideration named in the purchase was nothing more than usury. The U. S. District Court rendered judgment in favor of the Bauer Company, but the U. S. Court of Appeals reversed the verdict of the lower court, and the Supreme Court, in its recent decision, refused to review the case.

This refusal makes it necessary for the creditors' committee which is now administering the cooperage concern's affairs (they went into the hands of receivers while the suit was in progress) to pay the Schmidlopp-Maxwell interests the balance of the consideration named in the contract of sale, together with interest, in order to secure clear title to the property. The amount due on the principal is $80,000. In the event of default the land will be sold by a master commissioner to satisfy the claims of the former owners.

The Bauer Cooperage Company, whose headquarters are at Lawrenceburg, Indiana, was one of the largest tight cooperage concerns in the country before they encountered the financial difficulties which resulted in the present receivership.

RULING IN INCOME TAX LAW

Justice Hoehling of the Supreme Court of the District of Columbia has ruled that the actual returns under the income tax law, as well as the amount of the tax paid, may be produced before the board of tax appeals upon the demand of an individual or company appealing from a ruling of the commissioner of internal revenue. All documents produced before the board of tax appeals are public property. Hence any returns so produced immediately become public, or available for scrutiny by representatives of the press and other interested persons.

In other words, no part of an income tax return would be secret under the Hoehling ruling in the event one taxpayer appealing from a decision of the commissioner demanded a showing of the returns of his business rivals. The Hoehling ruling was made in such a case, the Oesterlin Machine Company, of Cincinnati, demanding a sight of the returns of a dozen other concerns engaged in the same business, in order that the board of tax appeals could determine by what method the commissioner of internal revenue arrived at figures showing the invested capital of these concerns and arrived at the figures representing what they should pay as excess profits taxes.

Commissioner Blair has noted an appeal to the Court of Appeals and will carry the question to the Supreme Court if overruled there.

COOPERAGE PLANT DESTROYED BY FIRE

A disastrous fire recently occurred at the plant of The Creamery Package Manufacturing Company, Blytheville, Arkansas. Mr. I. O. Westbrook, the local manager, reports that several million staves and a number of sheds were burned. The loss is estimated at $50,000.

Wooden Barrels for Apples—Why Substitutes?

An analytical treatment of the relative cost of barrels and boxes as containers for apples

By A. C. Hughes

The production of nearly every crop in agriculture, and especially apples, is to some extent influenced by the climatic conditions of each season. The number of bushels to the tree, the nature of the soil during the tender age to maturity, as well as the prolific character of the fertilizer that is used, are all influenced by weather conditions over which the grower has no control. But when it comes to the question of packing and handling fruit products, after the crop prospects have become more clearly defined and seasonal variations are not a controlling factor, the successful marketing of his crop and the lessening of avoidable wastes in various forms depend entirely upon the grower himself and how he provides enduring safeguards to create profits.

Giving the question of packing and handling fruit and fruit products the consideration it deserves is a big problem and worthy of the serious thought of growers. Take, for instance, the selling price of apples. Grade and quality without question determine it. The cost incident to packing and storing, as well as shipping apples, also affects the selling price, and right here it may be said that few things arouse more dissatisfaction in the fruit grower's mind than the spread between the prices he receives for his fruit and the prices paid for the same by the ultimate consumer. This spread, in the case of many other farm products, has increased in the last decade. Various explanations of this fact have been offered, one being that the margin between prices paid to growers and prices exacted from consumers largely represent an unfair profit taken by distributing agencies. Studies made by the United States Department of Agriculture, however, have shown that net profits taken from middlemen are an insignificant part of the spread. Such profits seldom amount to more than five per cent. of the consumer's price and often less than that figure.

The Cost of Distribution

It is the cost of furnishing distributing service, rather than the profit taken by the distributors, that widens the spread between producers' and consumers' prices. Distributors' costs, as a matter of fact, generally account for about 95 per cent. of the spread. This has been demonstrated by investigations which the department has made to determine what portion of the retail price goes to each agency in the marketing chain in the case of several important commodities.

It has been shown that service cost incurred in the distribution process affects consumers' prices much more than those prices are affected by fluctuations in the farm value of agricultural products. A study made early last winter into the margins and costs of the marketing of apples grown in the State of Washington affords a typical illustration of what makes the farmer get so much less for his products than the consumer pays.

The Net Return on Box Packing

The study was based on data collected from 13 fruit shipping associations in the State of Washington, whose boxed apples were marketed in the New York district. The average retail price per box containing one bushel of fancy apples was $5. Out of this price the grower's portion per packed box was only $1.18. Moreover, this amount was in no sense a net return to the growers. It had to cover such market expenses as the cost of boxes, paper, nails, labor, overhead charges, etc., amounting altogether to about 40 cents per box.

There was, consequently, left to the grower, after expenses had been paid 78 cents per box. From this 78 cents he had to deduct all of his expenses of production, which include such costs as pruning, spraying, cultivating, fertilizer, picking equipment, hauling to central houses, taxes on investment in orchard and equipment. It should be noted, too, that these figures deal only with the best grades of apples. Returns to the growers for apples of poorer grade were undoubtedly smaller.

After every necessary charge is met, therefore, the grower's share of the $5 which the consumer paid for a box of fancy apples in New York is pretty small.

Barrel Packing Economical

The important question is: Do the growers who pack their apples in wooden barrels, which hold three bushels and cost approximately about 65 cents per barrel, fare relatively better? It is on this point the cooperage industry expresses a definite opinion in the affirmative and is backed up in its contention by the United States Department of Agriculture. In the issue of "Crops and Markets" published by the Department under date of November 15, 1924, it states that packing costs are lower in Virginia than in other regions because the barrel is used almost exclusively. One important grower estimated harvesting, hauling, packing and loading at a cost of 47 cents per barrel, exclusive of the cost of the barrel. Reduced to a bushel basis, this cost approximated 16 cents per bushel. These figures are significant when contrasting similar costs incurred by the northwestern grower, whose costs reach 40 cents per bushel box.

Comparative Costs as Between Boxes and Barrels

Investigation made at the time of harvest last fall on the use of the box for shipping apples from Calhoun, Illinois, to the St. Louis market gave promise of a decided increase in price which is naturally passed on to the consumer. The following figures give the comparative cost of using both types of containers:

Average cost of picking, packing and shipping, cartage to wharf, wharfage, freight and trucking to cold storage, including cost of barrel $1.65
Average cost of labels, wrapping, packing, picking, cartage to wharf, wharfage, freight and trucking to cold storage, including cost of one bushel box. .96
Average cost of one barrel containing three bushels. 1.65
Average cost of one barrel of apples packed in three bushel boxes at 96c per box 2.88
Increased cost of three bushels of apples by being packed in three boxes instead of one barrel 1.23

From the standpoint of the cooperage industry it is essential to produce efficient and economical fruit containers, if it desires to be a factor in the distributing of about 35,000,000 barrels of apples that are grown yearly in this country. It is also essential that the price exacted for apple barrels be in line with other related factors if a competitive parity is to be retained.

When making investigations to find out how their packing costs can be reduced, fruit growers will discover that the efficiency of methods used in packing and handling their fruit has an important influence on this matter.

The line of advance would seem to be in the direction of using the best type of containers in effecting economies in packing and handling apples in wholesale and retail markets. In other words, more efficient containers for packing, shipping, storing and marketing apples offer a better prospect of increased returns to the grower than a lessening of the net profits of the wholesaler or jobber, since these profits are only a fraction of the total price spread.

The Barrelette for Apples

The tendency toward the marketing of apples in smaller containers, and the need of growers for a container of less capacity than that of a whole barrel, has been met by the cooperage industry through its national trade organization, The Associated Cooperage Industries of America, by making a careful investigation of the requirements along these lines and evolving a half barrel, known as the barrelette, which fully supplies that need.

Designed primarily for the marketing of fancy grades of apples which are largely distributed in the retail trade, ample display surface is a prime requisite, therefore the use of 15½-inch heading, which bears relatively a larger relation to the height of the package than is the case of the whole barrel, provides this feature.

The barrelette is adaptable to economical and proper packing and contains all the superior qualities of the whole barrel—strength, stability, ease of handling and above all is standard in size, the cubical capacity being one-half that of a standard apple barrel. It has been approved by the Bureau of Standards, United States Department of Agriculture, as a legal container for apples.

The barrelette is not an experiment in the way of a new kind of package, but merely the same standard barrel so well established, made of such dimensions as to have one-half the capacity of the whole barrel.

The best way for fruit growers to find out the practical value of wooden barrels and barrelettes is to compare them with the uncertainty of other types of containers. Experiments with low-priced and poor quality containers is educating the fruit grower to the conviction that such containers only contribute to great losses and discomfiture. In the steady upward trend of quality production in the cooperage industry there has been no room for careless or haphazard methods of barrel manufacture. Exhibiting a complete and comprehensive understanding of the container needs of apple packers and shippers, the cooperage industry has steadily maintained a close contact with the fruit growers of America. The one sound basis for judging container performance is not the original price but the final cost. It is for the fruit grower himself to think deeply on this important phase of his business. "Well bought is half sold" is an adage peculiarly applicable to fruit containers and when applied never destroys good will, much less dependable profits.

DEPARTMENT OF AGRICULTURE'S ESTIMATE FORECASTS HEAVY APPLE CROP FOR 1925

The commercial apple crop this year will be a little larger than last, according to the July report of the Department of Agriculture. The crop is given as 29,230,000 barrels compared with 28,701,000 last year. This is the commercial crop. The total or farm crop is given as 156,942,000 bushels against 179,443,000 bushels last year. It will be seen that while the total farm crop was larger last year, there is a decrease this season, but nevertheless the commercial crop is expected to be larger than a year ago. In 1923 the commercial crop was 35,936,000 barrels and in 1922 it was 31,945,000 barrels.

The figures released show the largest decrease in Virginia. Washington has prospects for a larger crop than last year, as also has New York. Michigan is about the same. Idaho has a better crop in sight but Oregon and California indicate a decrease.

The forecast by States compared with last year follows:

	Cond. July 1 Per Cent.	Est. Prod., 1925 Bbls.	Production, 1924, Bbls.
Maine	.82	588,000	651,000
New Hampshire	.84	226,000	292,000
Vermont	.74	95,000	160,000
Massachusetts	.73	588,000	660,000
Rhode Island	.68	52,000	64,000
Connecticut	.67	179,000	260,000
New York	.51	3,948,000	3,738,000
New Jersey	.58	420,000	474,000
Pennsylvania	.41	747,000	780,000
Delaware	.55	261,000	310,000
Maryland	.45	256,000	254,000
Virginia	.34	1,401,000	2,520,000
West Virginia	.32	702,000	800,000
North Carolina	.49	186,000	307,000
South Carolina	.60	.....	.....
Georgia	.53	80,000	110,000
Ohio	.43	588,000	694,000
Indiana	.49	201,000	145,000
Illinois	.55	1,031,000	925,000
Michigan	.49	1,288,000	1,222,000
Wisconsin	.56	78,000	98,000
Minnesota	.45	27,000	38,000
Iowa	.41	61,000	150,000
Missouri	.55	647,000	588,000
South Dakota	.21	.....	.....
Nebraska	.32	43,000	120,000
Kansas	.55	287,000	471,000
Kentucky	.40	73,000	162,000
Tennessee	.36	44,000	106,000
Alabama	.50	.....	.....
Mississippi	.59	.....	.....
Louisiana	.55	.....	.....
Texas	.53	.....	.....
Oklahoma	.51	30,000	54,000
Arkansas	.69	737,000	787,000
Montana	.20	23,000	70,000
Wyoming	.50	.....	.....
Colorado	.74	714,000	806,000
New Mexico	.65	204,000	150,000
Arizona	.65	9,000	7,000
Utah	.82	198,000	140,000
Nevada	.85	.....	.....
Idaho	.76	1,361,000	714,000
Washington	.75	9,122,000	6,650,000
Oregon	.63	1,433,000	1,750,000
California	.55	1,305,000	1,474,000
United States	.53.3	29,230,000	28,701,000

PADUCAH COOPERAGE COMPANY'S PLANT DAMAGED BY FIRE

Considerable damage was inflicted on the plant of the Paducah Cooperage Company, Paducah, Kentucky, in a recent fire which originated in the adjoining plant of the Paducah Lumber Manufacturing Company and spread to the cooperage company's property. Low pressure in the water mains made fighting the flames an arduous and difficult task, and they gained considerable headway before they were finally controlled. The total loss to both plants is placed at approximately $100,000, which is amply covered by insurance. While the damage suffered by the cooperage factory was of considerable extent, repairs and replacements were begun immediately, and the company's business was not materially interrupted.

SLACK BARRELS

that are distinguished by a marked superiority of manufacture and materials.

TIGHT KEGS

that deliver their contents in perfect order and command the confidence of careful shippers.

Our **APPLE BARREL STOCK** has won a national reputation for quality and value.

Wylie & Wilson, Inc.
SAGINAW, MICHIGAN

Cate-LaNieve Company
INCORPORATED

A NATIONAL reputation for "quality" can not be acquired over night. We have spent many years building up the confidence which the trade reposes in our goods and it is one of the most jealously guarded assets of our business.

Slack Barrel Staves Elm Hoops
Gum and Pine Heading
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Manufacturers of

Yellow Pine Lumber and Timber, Hardwood Lumber, Staves, Heading, Veneers, Box Shooks, Crates, Shingles, Lath

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(ANY PROPORTION)

ALABAMA KILN-DRIED PINE AND GUM HEADING

CHAPMAN :: :: ALABAMA

WARRIOR HEADS

means PINE HEADING properly made from Southern Pine by men who know how

Powell Cooperage Co.
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Any size Heading from 12 inches to 24 inches

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THE BEST MACHINERY FOR MAKING THE BEST CONTAINERS

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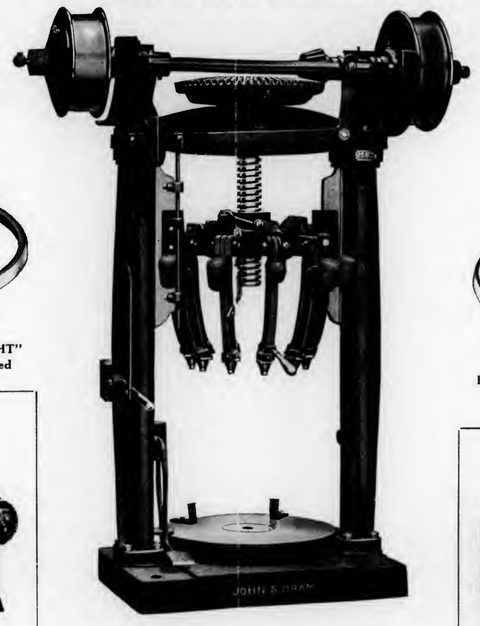
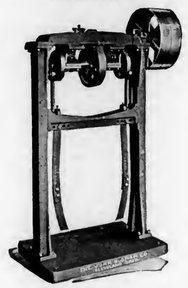
SIMPLE—POWERFUL—DURABLE

Capacity—As fast as operator can handle. 600 to 1,000 packages per day of 10 hours, and all properly driven



HEADING ROUNDER

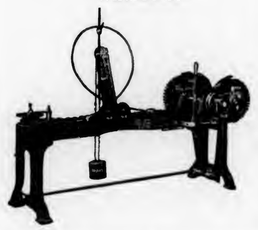
NEW "ORAM" RAPID BILGE-HOOP REMOVING MACHINE



HEADING PLANER

STEEL TRUSS HOOPS
ELECTRIC WELDED—"MADE RIGHT"
Outside painted any color, if wanted

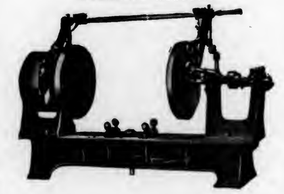
WINDLASS



STAVE JOINTER

STEEL TRUSS HOOPS
ROUND EDGE—SPECIAL CARBON STEEL
Sizes stamped inside, if wanted

BARREL LATHE



NEW "ECONOMY" (PATENTED) HEADING-UP MACHINE

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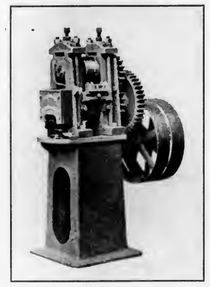
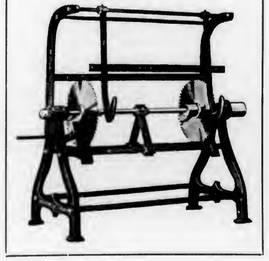


BUNG BORING MACHINE

STAVE EQUALIZER



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Canadian Apple Crop Forecast Indicates a Crop of 112 Per Cent. as Compared with 1924 Harvest

The Dominion of Canada Department of Agriculture has recently released preliminary reports on the Canadian commercial apple crop prospects as of July 1st, indicating a total crop of 112 per cent. of 1924 and 78 per cent. of a five-years' average, or 3,088,504 barrels:

The five major apple-producing provinces all hold promise of substantial yields of good quality and size fruit, and providing that no adverse conditions develop before harvest time the yield will be considerably larger than that of 1924. General conditions prevailing in early July were as set forth below:

Ontario

The Ontario apple crop shows generally an increase over last year, especially in the Georgian Bay and eastern apple-producing districts. According to present prospects the indications are for a crop 120 per cent. of 1924, or 60 per cent. of a five-year average. This would forecast this year's commercial crop at approximately 821,772 barrels.

Quebec

The present commercial apple crop prospects for Quebec promise a yield of 90 per cent. of 1924 or 64,057 barrels. This is equivalent to 60 per cent. of a five-years' average commercial crop. The change in the apple crop yield from last month is due to a heavy June drop.

New Brunswick

Apple blossoms were heavy in the province but of short duration. Fameuse and McIntosh are reported light. Dudley, Alexander and Wealthy promise a fair crop while a light crop is expected for winter varieties. Some winter injury is reported in young Fameuse and McIntosh trees in some sections, but the injury is not generally extensive.

Nova Scotia

With the season one week later than usual and the fruit nicely setting the present prospects for the Nova Scotia commercial apple crop indicate 125 per cent. of last year or 90 per cent. of a five-year average, or approximately 1,434,083 barrels. Although the weather has been favorable for tree growth, the moist and dull conditions of the past month have been conducive to the development of apple scab, which is quite prevalent on the leaves in some orchards. In certain sections of the Annapolis Valley the bud moth and apple sucker are in evidence and doing considerable damage in the orchards where control methods have not been practiced. This is a season when thorough spraying will prove its value in controlling scab and insect pests.

British Columbia

The prospective commercial apple crop for British Columbia compared with 1924 indicates 98 per cent., or 699,300 barrels, or 80.5 per cent. of a five-year average crop. Generally speaking early varieties are heavy, fall varieties a slight decrease and winter varieties light compared with last year. The slight reduction in yield is caused by winter injury and the hot weather during the past month.

Commercial Apple Production in Canada, 1920 to 1924

	1920	1921	1922	1923	1924
Nova Scotia	1,289,844	1,832,458	1,702,666	1,638,957	1,147,267
New Brunswick	97,956	110,871	138,588	55,433	69,292
Quebec	198,472	80,966	141,039	42,311	71,175
Ontario	2,296,920	1,449,210	1,304,250	978,300	684,810
British Columbia	511,261	1,022,582	920,400	1,110,000	777,000
Total	4,394,453	4,496,087	4,206,943	3,825,001	2,749,544

NOVA SCOTIA FRUIT GROWERS PERFECT SALES PLAN

Co-operation among fruit growers of the Annapolis Valley, Nova Scotia, has stabilized agriculture in that region, and has brought about better marketing facilities, improved quality of fruit and a reduction in the cost of general farm supplies, John N. Chute, manager of the central co-operative organization of growers in the valley, on July 28th told the convention of Massachusetts fruit growers assembled at Amherst, Mass.

Beginning with a unit of 11 men 18 years ago, the Annapolis valley system now has 58 local co-operatives, with a central overhead organization and an enrollment of 1,500 members.

By control of warehouses, chartering of steamships and opposing railroad-rate increases, the co-operatives had improved marketing facilities, he said, while the purchasing organization had saved the farmers eight per cent. on flour and feed and $2 per ton on fertilizer. Much of the crop is marketed in England.

PACIFIC COAST FIR AND THE PLYWOOD INDUSTRY

At the last regular monthly meeting of the Coast Plywood Manufacturers' Association at Everett, Wash., definite progress in approval of research work and a survey of the coast plywood situation was reported. It was shown that the trade was tending more and more to special stock in fir panels. The discussion intimated there was an amazing lack of knowledge on the part of American people in regard to Pacific Coast plywood stocks. Many matters of direct interest to the manufacturing end of the industry were discussed by those attending.

FIR MEN STRESS ADVERTISING

No meeting of recent times matched that of the recent gathering in Seattle, Wash., of members of the West Coast Lumbermen's Association. Changes in grading rules were adopted and the Central Committee on Lumber Standards was petitioned to permit fir finish being manufactured on the sizes adopted in the new grading rules. The subject of advertising was brought up and the statements of all participating in the discussion indicated advertising to be the greatest need of the manufacturers of fir lumber. A committee of five was appointed to investigate means of providing money for a more intensified advertising campaign.

WHY QUALITY BARRELS WILL PROTECT THE COOPERAGE INDUSTRY

WASHINGTON, D. C., July 29, 1925.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

Every one interested in cooperage in any way knows that THE JOURNAL'S life-work has been and is to boost the wooden barrel, and I notice that every issue has something in its pages along this line, and it is fine that it has. But there is one sure way to boost the wooden barrel, as we all know, and that is for the manufacturers to put better barrels on the market.

After some wooden barrels as now manufactured stand one shipment, they are practically worthless, and the man that empties them gets very little for same. In most cases the barrel dealer that buys them has to put in both heads and replace some staves. I find a number of paint and oil dealers asking for drums so they can return them, as they get very little on the wooden barrel.

I have had a cooper repairing cider and vinegar barrels for over a month, and I find it requires two heads and two or three staves to put them in shape. I am taking the liberty to say that when a barrel has been re-coopered it is better than before, as the weight and dampness shows up the defective timber.

Now, if we want to keep the good name of the wooden barrel, we have to give them barrels that will hold what they put in them, also give the man a fair return for his empties. I am inviting the second-hand barrel dealers to show the manufacturers that we are the ones who remove all defective timber and replace it with the best. The only thing lacking is the appearance.

Yours truly,
BRUCE T. WARRING.

TIMBER TRACTS PURCHASED

The United States Forest Reserve has disposed of 200,000,000 feet of standing timber, situated in the Oak Creek section near Schnebly, Ariz., to the Arizona Timber Co. The company also has purchased 20,000,000 feet of standing timber in the same locality from the State of Arizona.

WILL REBUILD COOPERAGE PLANT

The Kimball-Tyler Cooperage Company, Baltimore, Md., announces it will start immediately on the building of its plant in that city. The old plant was recently destroyed by fire with a loss of $100,000.

BUFFALO COOPERAGE MARKET

The slack cooperage trade is rather quiet, with not so much doing in the flour barrel demand as a month ago. At that time it looked as though the coopers were in for a period of activity, but the erratic movement of the wheat market has discouraged flour buying. As a rule the shops are working on part time, and there is not much hope of any prompt improvement in conditions.

Apple Situation Promising

The appearance of the apple crop is promising, the fruit being very much more advanced than it was at this time last year, when everything was very backward. Apple growers are looking for a good season. The crop will not be large enough to reduce prices materially and there is help enough to take care of it. The plan of going to the city with a big truck and picking up a load of fruit gatherers has become quite common, so that the crop will not suffer on account of a lack of handling. The first early apples of the season have appeared in the city market. There are a few Yellow Transparents from the South and sell for $1 a bushel up at wholesale, which is not a high price. It will be another month before local apples, like Astrachans and Gravensteins, will be ready. By that time a good sizing up of the fall and winter crop will be possible.

State Department Issues Apple Report

The State Department of Farms and Markets reports that apples are 3 per cent. under the condition figures of a year ago. Rhode Island Greenings and McIntosh appear to be starting a good crop, but the Baldwins look light.

A good crop of Baldwin apples is looked for in the Niagara Peninsula of Canada, with other apples about up to last year's figures. The apple crop of eastern Ontario compares favorably with that of 1923. Spy shows from 50 to 100 per cent. better than last year, with McIntosh, Greening and Snow heavy.

Lockport Celebrates Double Anniversary

The city of Lockport, N. Y., celebrated a double anniversary in the week beginning July 19th. It was the 60th birthday of the city and the 100th anniversary of the completion and opening of the Erie Canal. A profuse display of flags and bunting was made and a great many visitors were present from far and near, some of them natives of the town who came back for a family reunion. Thursday was known as industrial day, with a parade, in which important local industries participated.

Lockport will be remembered by coopers as the home of the Trevor Manufacturing Co., and of a large branch plant of the Simonds Saw and Steel Co. The cooperage industry is represented by the Niagara Cooperage Co., established many years ago by J. W. Little. The city has a population of about 25,000. It has several flour mills and is the center of a large apple-growing industry. Flour has been made there for many years, and as long ago as 1850 there were five flour mills. It was the Erie Canal that gave Lockport its growth, and in 1821 there were half a dozen families, who lived in unfinished log houses. All around was a dense forest, and when the canal went through it looked as if a cyclone had leveled a narrow belt of fallen timber. Boarding houses and shanties of the contractors and their men were soon followed by a building boom, and from 1825 on Lockport grew rapidly. The Erie Canal locks at one time were regarded as the finest in the world.

Notes of the Trade

Fire on July 16th completely destroyed the storage plant of J. Allen Ayrault at Knowlesville, N. Y. The building contained stocks of hoops, heading and staves and a carload of feed, all of which were burned. The origin of the fire is unknown. The loss is about $10,000.

W. E. Friedell, of the Liberty Cooperage and Lumber Co., Fort Wayne, Ind., was a visitor here and at Rochester a few days ago, and also called at other points in western New York.

Willis K. Jackson, president of Jackson & Tindle, Inc., has been granted a building permit for a structure to be known as the Colonial Court Building, which will be erected on the west side of Delaware Avenue, south of the Jackson Building and Ford Hotel. It will be two stories in height and will cost $50,000.

H. T. Pennypacker, president of the Quaker City Cooperage Co., has been spending considerable time at his Canadian fishing lodge this summer, accompanied by his family.

UNITED STATES CHAMBER OF COMMERCE URGES TRADE ASSOCIATIONS TO COMPILE AND DISTRIBUTE BUSINESS STATISTICS

Development and proper use of business statistics by trade associations, along the lines laid down by the recent decisions of the United States Supreme Court, is strongly urged by the Department of Manufacture of the Chamber of Commerce of the United States in a bulletin just made public.

The bulletin sets forth that "for years trade associations have been faced with doubts about statistical activities in which they could lawfully engage. The members of many associations had come to fear that statistics of any kind were, in the opinion of prosecuting officials, inherently wrongful, when they related to economic activity, although in every other walk of life statistics were held in high esteem.

"In this situation the Supreme Court itself has granted relief. On June 1st it handed down its opinion in two cases brought by the Department of Justice against trade associations, holding that the statistical activities of these associations were lawful. Thus, these opinions serve to indicate for all trade associations that there is no violation of the Federal anti-trust laws if they gather and distribute the essential business facts which the Supreme Court described.

"With the clearer understanding of this liberty under the law (which remains unchanged), there is no bar to the development and proper use of business statistics. This clearing of atmosphere should mark the passing of guessing as to the facts concerning our commodity production and distribution, provided there is a willingness, at source, to supply the information. It is in the hands of each member of an industry to make possible and accurate figures for his line by his own contribution.

"It should be borne in mind that the favorable rulings of the court in the so-called 'Cement and Maple Flooring Cases' were based on the facts adduced in each case, just as their previous rulings in the 'Hardwood and Linseed Oil Cases' were predicated on facts obtaining in these cases, the law remaining unchanged.

"With these rulings as a basis, trade associations will undoubtedly appreciate the opportunity of rendering to their constituency invaluable service by providing means for the gathering and reporting of statistics dealing with such important trade information as producing capacity, orders, shipments, stocks and markets as shown by prices on closed transactions.

"In the renewing of statistical activities, it is timely to suggest simplification of methods and forms in order that information may be obtained and presented as quickly and accurately as possible at the minimum of expense. Such uniformity will enable the transmission of information gathered in the form of charts or graphs when desired much less cumbersome than presenting great masses of figures. If uniformity of method is observed, it would greatly simplify the matter of not only charting a given line but also including such other lines as may be of collateral interest or importance in comparing the trends of the industry. One of the important essentials of statistics is that they shall be fresh as well as dependable. A very encouraging number of trade associations are at present engaged actively in gathering and distributing such information and many others are familiar with the methods of doing so properly."

The Department of Manufacture announced that it will co-operate with trade associations interested, and will endeavor to bring about the contribution and interchange of information and experience which will prove of interest and value in this work.

OVERPRODUCTION MEANS WASTE

W. M. Ritter, chairman of the board of the W. M. Ritter Lumber Co., Washington, D. C., deplores the manner in which hardwood production has resulted in abnormal stocks on the yards of many manufacturers, with the result that there is bound to be a heavy deterioration in the grades of these stocks, which means a heavy loss of a valuable natural resource that would have served the people better had it been left standing in the trees. Mr. Ritter said his company carries no abnormal stocks, that three of the company mills have been closed for some time, and unless there is a change for the better that will absorb present production, other mills will be closed. Mr. Ritter is of the opinion that manufacturers of lumber, as well as manufacturers of other wood products, should gauge their production by the actual demand. In other words, that no manufacturer should produce more lumber than he has an actual market for. He says it needs no agreements for men to act sensibly in the matter of the conduct of their business, only intelligent application of the plain rules of business. He looks forward to a better market.

MINIATURE OAK BARRELS USED IN NOVEL MERCHANDISING CAMPAIGN

Reid, Murdock & Company, a large wholesale grocery concern of Chicago, is using a novelty oak barrel of miniature dimensions in a national campaign which it has recently launched in the sale of sweet pickles.

The barrel, which is being manufactured by the Pioneer Cooperage Company, is a tidy little package of perfect proportions, built of white oak staves 7½ inches in length with six silvered steel hoops. It is highly polished and lacquered and presents a very attractive appearance.

The campaign, of which the unusual container is the feature, is a nationally advertised sales-push in the interest of "Teenie Weenie" sweet pickles, and the publicity which it will receive in full-page advertisements in the *Saturday Evening Post, The Ladies' Home Journal* and periodicals of like calibre, will reflect an indirect benefit on the cooperage trade as a whole.

APROPOS OF DISSEMINATING TRADE STATISTICS

In referring to the recent decision of the United States Supreme Court in the Maple Case, John M. Pritchard, secretary of the Hardwood Manufacturers' Institute, said the decision clearly makes lawful the proper gathering and disseminating of statistical information by trade associations covering costs, past sales, production and stocks on hand. This decision affirmatively lays down the course of conduct which trade associations may legally pursue, marking a long step in advance and eliminating much of the fog, mist and uncertainty in which the latter for many years has been enshrouded.

Mr. Pritchard said that lumber associations, and other industrial associations, have sought verification of the ambiguities of the law as heretofore applied; that they sought such a verification with a view to being able to carry on intelligently without feeling that the government, without warning, might bring an injunction suit or an indictment, and that, under this decision, trade associations are free to collect and disseminate statistical information as long as no concerted attempt is made to apply same in the direction of actual fixing of prices on future sales, curtailment of production or allotment of territory, and, further, that individual association members are free to exercise their own judgment as prudent or intelligent business men in the light of properly acquired statistical information. He stated that the statistical program of the Hardwood Manufacturers' Institute squares in every way with this important decision.

VINEGAR INTERESTS ORGANIZE AND INCORPORATE NEW SELLING ORGANIZATION

A combination of vinegar interests embracing a substantial number of large producers of this commodity, has been organized and incorporated under the name Supreme Foods, Inc., with executive offices in Rochester, N. Y. The new company, which will control a very large proportion of the vinegar output of New York, the New England States, Pennsylvania, Virginia and Michigan, represents the greatest merger of apple products manufacturers ever effected in this country. The stabilization of the vinegar industry, which has been somewhat unsettled in recent years, is expected to follow when the concern begins to function according to the plans of the incorporators.

WILL TAP THE VIRGIN PINE FOREST OF THE SACRAMENTO MOUNTAINS

Report from Roswell, New Mexico, under date of July 24th, advises that in order to tap the virgin pine forests of the Sacramento Mountains, as well as to open to development a big scope of intervening country susceptible of irrigation, the Atchison, Topeka and Santa Fe purposes to construct a branch railroad eighty miles long. This road will run from Roswell in a southwesterly direction and may ultimately be extended to El Paso.

The survey will be finished about September 1st. The branch railroad that the Atchison is constructing from Doud, Texas, to the New Mexico-Texas line, sixty-five miles, will be continued to Roswell. It is estimated that the tracts which the proposed line into the Sacramento Mountains will penetrate have available more than 2,000,000,000 feet of timber.

PURCHASES TURPENTINE TIMBER

F. A. McCloskey, mayor of Lake City, Fla., and one of the leading turpentine operators of north Florida, has disposed of his entire holdings of turpentine lands to other parties, whose names are withheld for the present. The holdings consisted of 20,000 acres and the consideration reported as being received was $350,000.

PIONEER COOPERAGE COMPANY TO EXHIBIT PRODUCTS AT BOTTLERS' CONVENTION

The Pioneer Cooperage Company, of Chicago, will be represented among the exhibitors at the Carbonated Beverage Exposition, which will be held in the American Royal Building, Kansas City, Missouri, from October 19th to 23d, inclusive, in conjunction with the annual convention of the American Bottlers of Carbonated Beverages.

While essentially an exposition of and for the bottled carbonated beverage industry, the Kansas City A. B. C. B. Exposition will be a large and varied industrial display. The exhibitors will represent more than a score of distinct industries which cater to bottlers of carbonated beverages, and their displays will be viewed by bottlers from every section of the United States, Canada, Mexico and other foreign countries who make their annual purchases at these expositions.

ENGLISH COOPERS PROTEST AGAINST IMPORTATION OF FOREIGN-MADE CASKS

The Joint Industrial Council of the English Cooperage Industry has recently made protest to the General Committee of the Brewers' Society, of England, against the use of foreign-made casks, which has attained considerable proportion in the English brewing trade. The coopers urged that domestic manufactured packages should be given the preference, basing the recommendation on a claim of superiority in the quality of their product, which is almost exclusively a hand-made article, and pointing out that the present economic situation of England makes it imperative that domestic industry be fostered by purchases at home, even though imported goods can be bought at a more advantageous price. They emphasized the fact that a goodly proportion of the money paid for domestic casks went to pay English labor and returned to the brewers through the purchase of their products by wage earners. The committee of the Brewers' Society expressed sympathy with the views of the coopers and have recommended that the members of the society confine their purchases of casks to the home-made product.

THE HUSTLER GETS THE BUSINESS THESE DAYS, SAYS ERNEST F. DU BRUL

Speaking on present trade, Ernest F. DuBrul, general manager of The National Machine Tool Builders' Association, says:

"It is wasteful to attempt to sell high-production machinery to shops that do not have mass-production conditions.

"It is just as wasteful," he continues, "to try to sell the high-production shops machinery that is well fitted to low-production conditions. It is equally wasteful to try to sell either kind of machinery to a shop that has not the money to pay for the kind of equipment it ought to have. The marketing problem is to find the kind of a shop that needs the kind of machinery one has to offer, and at the same time has the money to pay for it."

According to Mr. DuBrul, some few things may explain the seeming paradox that some machine-tool shops are relatively busy while others are relatively dull. Marketing policy, marketing practice and executive policy that dictate the character of product made, he points out, all cut large figures in the relative activity of different concerns. He holds the opinion that "we are in a quite normal condition of general business, and there is no boom in sight, so the hustler is often getting business that others are waiting for."

LUMBER ASSOCIATIONS WILL RESUME PUBLICATION OF STATISTICS

At the annual midsummer meeting here of the Northern Hemlock & Hardwood Manufacturers' Association, held in Chicago, Ill, during July, it was voted unanimously to start grade marking on August 1st. This covers only all grades of hemlock marketed west of Pennsylvania, but it is expected will be extended to the entire hemlock production as well as of other hardwoods later on. It was also announced that the association would resume the publication of statistics as a result of the recent decisions of the United States Supreme Court.

MILL REFUSE AS COMMODITIES

The Illinois Central Railway will file a proposal with the Southern Freight Association that will provide that sawdust, shavings and mill refuse be added to the list of outbound commodities in connection with their through-rate transit arrangements on lumber, cooperage, etc. The proposal originated with the Southern Hardwood Traffic Association, Memphis, Tenn., which believes that this will give lumbermen a chance to realize on such mill refuse.

STEEL TRADE HAS INCREASED ORDERS

Betterment in the steel trade is asserted by producers on the basis of an increase in the volume of orders, comparing the last week of July with the three preceding, and of an improved rate of production, says *Iron Age*.

Consumers adhere to the policy of making railroad cars their warehouses, with the result that prices are steady rather than strong, and cases are few in which the business offered is so large as to bring out fresh price cuts.

The activity of automobile plants, the high rate at which sheet and tin-plate mills have been running, the good outlook for implement works, the large volume of live structural projects and the exceptional record of the half year in line-pipe contracts continue to be the basis of favorable forecasts for August and September.

While railroad car buying is the main thing needed to give the market an impetus, fall buying of rails is likely soon to get under way. The cotton belt is expected to place 15,000 tons next week, with the Great Northern order for 25,000 tons following shortly.

Iron Trade Review says: It becomes apparent that bookings of most finished steel products in July will exceed those of June by from 10 to 20 per cent. This steady gain in the face of the virtual cessation of railroad buying indicates that day-to-day normal steel requirements are fairly large.

Operations continue at or near 60 per cent. of ingot capacity, with finishing mills running 10 to 20 per cent. higher. Demand for steel bars continues to lead that of other forms of finished steel due largely to automotive demand. In Chicago bar bookings are estimated to be 20 per cent. ahead of those in June, while in Pittsburgh they are from 10 to 20 per cent. in excess of last month.

The price situation is steady, and for the fifth consecutive week *Iron Review's* composite of 14 leading iron and steel products remains at $37.45.

American Metal Market says there have been no price changes of consequence in finished steel except the slight decline in plates and shapes in the Pittsburgh market, reported more than a week ago, and the gradual stiffening in the sheet trade.

The bar and shape markets are by far the more important, but the continued decline in sheets had such a bad sentimental effect that the recent stiffening may be said to balance the weakening in plates and shapes, leaving the general price situation in steel neither better nor worse than five weeks ago.

The main promise of improvement in steel in the remainder of the year comes not from actual steel-market developments but from observance of conditions in consumption, which do not indicate as large a decrease as there has been in production.

CRUDE-OIL PRODUCTS OFF 3,400 BARRELS

The daily average gross crude-oil production in the United States decreased 3,400 barrels for the week ended July 25th, totaling 2,111,750, according to the July 27th weekly summary of the American Petroleum Institute, New York. The daily average production of Smackover, Ark., heavy oil field decreased 13,350. The daily average production in the United States, excluding Smackover heavy, increased 9,950. The daily average production east of California was 1,444,250 barrels, a decrease of 15,400. California production was 667,500, an increase of 12,000.

Oklahoma shows a daily average production of 445,400 barrels, increase, 4,150; Kansas, 104,400, increase, 4,350; North Texas, 82,100, decrease, 1,500; East Central Texas, 99,900, decrease, 1,050; West Central Texas, 81,700, increase, 3,150; North Louisiana, 49,350, increase, 100; Arkansas, 239,850, decrease, 13,900; Gulf Coast, 93,500, decrease, 7,300; Southwest Texas, 45,200, decrease, 1,300; Eastern, 103,000, no change; Wyoming, 82,250, increase, 1,250; Montana, 12,450, decrease, 3,050; Colorado, 2,450, decrease, 150; New Mexico, 2,700, decrease, 150.

Daily average imports of petroleum at principal ports for the week ended July 25th were 147,571 barrels, compared with 275,572 the previous week, and 124,857 for the four weeks ended July 25th. Daily average receipts of California oil at Atlantic and Gulf Coast ports were 78,714 barrels, compared with 102,571 the previous week and 56,429 for the four weeks ended July 25th.

No changes were reported in crude-oil prices for the major districts. Pennsylvania crude, Bradford district, is quoted at $3.90 a barrel; all other grades, $3.45 to $3.80. Mid-Continent crude oil is quoted at $1.40 to $2.68 a barrel, according to gravity. Gulf Coast crude, grade "A," is quoted at $1.75; grade "B," $1.50. California prices range from $1.25 to $2.40, according to gravity.

UNITED STATES HAS TREMENDOUS FOREIGN INVESTMENTS

Total investments of United States private capital abroad in 1924 amounted to $9,090,000,000, 44.4 per cent. of which is placed in Latin-American countries, according to an analysis of the growth of our international investments made by the National Industrial Conference Board, 247 Park Avenue, New York City.

The change from the period of 1789-1820, when Europe was sending the struggling young republic a bare million dollars a year, to the year 1920, a century later, when the United States loaned the world nearly a billion and a half dollars, says the conference board, represents one of the greatest transformations in the history of the world.

Private capital invested by United States citizens in Europe amounts to about $1,900,000,000, or more than one-fifth of our total foreign investment of private capital. But $1,500,000,000, or nearly four-fifths of our European commitments are loans to governments, not counting loans made by the United States Government to European governments. This, the Conference Board points out, is significant as indicating our large direct interest in European political conditions.

Of our total foreign investments of $9,090,000,000, 58 per cent. consists of "private investments," representing capital put into industrial, business, financial and other enterprises as well as investments in real property: 42 per cent. represents governmental obligations. Loans to governments of Latin-American countries amount to $840,000,000, or 21 per cent. of our total investments there. Loans to the Canadian governments amount to $1,060,000,000, or 43 per cent. of our total capital invested in the Dominion, but includes United States capital invested in Canadian railway securities. Comparatively little American capital has gone to Asia and Oceania, totaling $690,000,000, or 7.6 per cent. of our total foreign commitments. Of this, 64 per cent. represents loans to governments. Our Philippine investments are included in the Asiatic group.

While from the beginning of the United States as a nation until 1914 capital moved almost entirely from Europe to America, and little from here to Europe, this movement came practically to a stop in 1914. Instead, American investments abroad, which first began to figure in the international capital account during the period of 1896 to 1914, in 1915 jumped to 15 times annually what they had been during the last 18 years before the war. They continued to grow rapidly until in 1920 our annual investments abroad were 30 times what they had been in the pre-war period, reaching nearly a billion and a half dollars in that single year. Thereafter they fell off to about a million dollars a year in 1924.

Foreign investments in the United States also showed enormous increases in the years 1919 and 1920, and since then have remained at a high level compared with pre-war conditions, although they now amount to less than half as much as our investments abroad, and are more than balanced by interest and maturities of American investments abroad. The year 1923 was exceptional in that, partly due to the flight of capital from abroad, foreign investments here exceeded our new investments abroad. Especially significant is the fact that along with these changes the interest and maturities of our foreign loans have risen steadily until they now amount to half as much annually as our new investment abroad.

WHAT IS PROFIT?

Profit, according to some of the old school arithmetics, is the difference between the price which a merchant pays for an article and the price for which he sells it. Some merchants and accountants call it gross profit.

In modern trade language both are wrong. Only a small part of the difference between the cost price and the selling price is profit. Out of the difference must come the expenses, which sometimes absorb from 90 to 95 per cent. of the entire margin.

How numerous these expenses are is indicated by the following list suggested for study by the National Distribution Conference organized under the auspices of the Chamber of Commerce of the United States:

Wages, rent, heat, light, power, telephone, supplies, cost of capital, bad debts, freight and cartage, losses due to markdowns, returns and pilfering; unknown losses due to other causes and mistakes; deliveries, selling on approval, small purchases, long credits, styles demanding a wide variety, taxes, size of territory, decentralization of purchases by merchant and consumer, turnover, buying by the merchant in small shipments and broken packages.

If the retail merchant succeeds in meeting all these costs out of the margin between buying and selling prices, what is left is profit. If not, he is out of pocket and out of luck.

TERM "FIRE-PROOF" IS TABOO

It has been contended for years by qualified engineers that there is no such thing in common residential building practice as "fire-proof" construction. No doubt many thousands of American families are today living in so-called "fire-proof" homes under the delusion that they are immune to the hazards of fire. Such stress has been laid upon the "fire-proof" quality of certain building materials that the Committee on Building Construction Specifications for Private Residences of the National Fire Protection Association, has made the following notation in its recent report:

"The use of the term 'fire-proof' is recommended to be discontinued. This general term has been erroneously applied to buildings and materials of a more or less fire-resistive or incombustible nature. Its indiscriminate use has produced much misunderstanding and has often engendered a feeling of security entirely unwarranted.

The term "fire-resistive" may be applied to any standard building material when correctly used. The fact that the material itself is incombustible does not mean necessarily that a structure of which it is the major part is fire-proof or fire safe. The arrangement and protective features of construction are of paramount importance. Any construction which will pass a fire test made in accordance with the tentative specifications of the American Engineering Standards Committee for fire tests of materials and construction is "fire-resistive," whether of stone, steel, concrete, lumber or brick.

NEARLY 92,000 FOREST FIRES SWEPT COUNTRY DURING 1924

Nearly 92,000 forest fires swept 29,000,000 acres of public and private lands during the calendar year 1924, according to a report just compiled by the Forest Service, United States Department of Agriculture. The actual money damage was $38,000,000 exclusive of damage to young growth, watershed protection, wild life and recreational facilities.

The figures, say forestry officials, clearly reflect the bad forest fire conditions which prevailed last year, especially in many southern States and in California. Compared with the calendar year 1923, the 1924 figures represent an increase of 24,000 fires, and compared with the nine-year average an increase of 45,000 fires, or nearly 100 per cent. In acreage swept by the flames the 1924 figures are only slightly larger than those for 1923, but are almost double the acreage figures representing the nine-year average.

Money damage in 1924, estimated at $38,000,000, is $10,000,000 above the 1923 estimate, and $18,000,000 higher than the nine-year average of $20,000,000. Damage to young growth, watershed protection, wild life and recreational facilities, and losses to the lumber industry, including wages and other economic values, are not included.

William B. Greeley, Chief of the Forest Service, states that the material increase in the number of forest fires reported during 1924 is partly the result of more complete reports, although 1924 was a very bad year in many sections of the country.

"Excessively dry weather was experienced in California and in the Gulf States," said Chief Forester Greeley, "and in these States the 1924 fire figures show great increases over the nine-year average. Smaller increases are also shown in most other States."

An analysis of the 1924 statistics shows the incendiary fires top the list with 21,000, or about 23 per cent. of the total. Brush burning comes next with 16,000 fires, or 18 per cent., and fires caused by smokers is third with 13,000, or about 14 per cent. Other chief causes of forest fires in 1924 were railroads, camp fires, lumbering, and lightning. Lightning is considered the only natural cause of forest fires. Only 6 per cent. of the 1924 fires were started by lightning.

"The greatest single agency with which to combat forest fires," said Colonel Greeley, "is public opinion. No thoughtful citizen can read the 1924 figures without coming to the conclusion that the fight against forest fires is his personal fight. The Federal and State Governments are doing their utmost with the funds and equipment allotted to them. It is high time that a more effective weapon is placed at their disposal, and that weapon is an outraged public opinion."

The figures given in the Forest Service report apply to all public and private lands in the United States, and not merely to the National Forest areas under the jurisdiction of the United States Department of Agriculture. On these latter areas, which embrace 157,000,000 acres, the number of forest fires during 1924 totaled 8,247, the area swept by flames was 602,000 acres, and the money damage was estimated at $1,500,000.

Reforestation is a National Necessity Because Deforestation Has Been a National Custom

A stirring address on this always pertinent subject by E. A. Sherman, United States Department of Agriculture

The subject of reforestation, the importance of which is daily being more deeply impressed upon all those engaged in the manufacture of forest products, was treated in a masterly manner by Associate Forester E. A. Sherman, of the United States Department of Agriculture, on the occasion of a recent address before a lumber convention in St. Louis, Missouri. His speech, although addressed to Missourians in particular, contains suggestions and recommendations which are applicable to the country in general, and which could be followed with profit by every State in the Union. He spoke as follows:

"Although my subject deals broadly with the production and utilization of lumber, I shall not attempt an appeal to what might be termed selfish class interests. I shall request favorable consideration of only such policies and sentiments as commend themselves to you individually in your broad status as good Americans, good citizens of your respective States, and loyal champions of the best interests of your home towns.

"My assigned subject is 'Reforestation.' It is a national problem. The very fact that it is a national problem is in itself a national indictment. 'Reforestation' or 'to reforest' means to 'replant with trees'; 'to renew woodland'; 'to cover anew with forest growth.' As a nation we inherited the richest and most easily worked forests on the globe as the free gift of Nature. There would be no such thing as a national problem of reforestation today had we used our forests with ordinary precautions in the past. *Reforestation* is today a national necessity, because for generations *deforestation* has been a national custom.

"Short and sad is the history of our nation's forests. Our virgin forest area of 822 million acres has been reduced to about 138 million acres. To supplement this we have about 250 million acres of culled and cutover lands and 81 million acres of lands once forested, but now so severely cut and burned as to be an unproductive waste. When you correlate these figures with the fact that each year we consume four and one-third as much timber as our forests grow, you have established the inevitability of a primary national economic disaster unless we change our ways—the approaching shortage of a raw material more essential to progress than either coal or steel and almost as essential to human life and development as water, light and air.

"'But,' you say, 'isn't the government doing something about this forest business? Haven't we government forests, or wood substitutes, wood preservatives, or something to take care of our future needs?'

"Yes, we have government forests; but they are largely the remnants of our looted public domain, tag ends so inferior and despised that twenty years ago they were considered beneath the notice of any really competent timber thief. We have such forests today because Theodore Roosevelt and Gifford Pinchot and a few other enthusiasts got busy about 20 years ago and put them into so-called 'forest reserves,' now National Forests.

"Many of these National Forests embraced extensive areas of lodgepole pine, spruce and other so-called inferior species, peaks above timber line, barren and burned-over regions, and patches of young forest growth surrounded by the really good timber that had passed to private ownership, together with occasional scattered areas of more valuable timber lands. In many cases the timber is in such remote and inaccessible places, so far from any lines of transportation likely to be built, that I have often thought that when the American people harvest the timber in such places it will be because there isn't any timber in the moon. But today those helittled discards from the loot of our national domain are becoming a wonderful forest property. Except for the water power in our navigable streams and our reserves of minerals, they represent unquestionably our nation's most important item of common wealth.

"In our National Forests we have a total area of nearly 158 million acres. Under fire protection the old trees have been preserved from destruction, the young trees are coming on, and the blank spaces are seeding up. Business on our government forests is developing rapidly. For the year ending June 30, 1906—the first full year of National Forest Administration under the Agricultural Department—the receipts for timber actually cut and removed from our government forests amounted to a total of only $242,668.23. For the year ending June 30, 1924, the total was $3,036,395.75, an increase of 1,151 per cent. in 18 years. Even at that, we cut only slightly over a billion feet, which was only about one-seventh of our annual growth. I am afraid that the next 18-year period may show even a greater percentage in the value of timber cut than the past. I say 'afraid,' for I am apprehensive of what such conditions may mean in the way of unfavorable reaction upon our national well-being. The government is in the rather peculiar position of raising for the market a commodity which it hopes will always be cheap and abundant.

"The National Forests, great and productive as they are, can produce only a small part of the timber required by this country. They are large and will furnish us a permanent annual cutting budget of seven billion feet of timber, which is some lumber pile. On the other hand, we must not forget this is a 'whaling big' country and getting bigger every minute. We must reckon with the consuming power of 2,000,000 more citizens every year to the limit of our economic resources.

"It is hard for the human mind ordinarily to realize the magnitude of our problem. About 20 years ago I was talking with a friend on the streets of Missoula, Montana, about this very problem of the inadequacy of our nation's timber supply, when a bystander interrupted me, saying, 'Do you mean to tell me that you think this country will ever have a shortage of timber?' My answer was, 'I am very much afraid of it, sir.' To which he replied, 'Huh! That shows how little you know about it. Why there's an inexhaustible supply up the Bitter Root.' Now I had been up the said Bitter Root and knew that one and one-half billion feet was a liberal estimate of its timber resources. Inexhaustible? Folly—less than half enough to last Uncle Sam a single month.

"But I imagine by this time you are wondering, 'Why doesn't he tell us what ought to be done about it?' All right, I'll tell you: Raise timber in Missouri and eastern Oklahoma and Arkansas, and don't neglect to raise a little in Kansas—the only one of these four States that has a forestry department and the one that needs it least. The only one that has more trees in it today than before the coming of the white man. In other words, I am simply advising you to profit by that oft-repeated example that the streets of ancient Athens were kept clean by each citizen sweeping before his own door. In the long run most of our nation's supply of wood must come from State and privately-owned land; the government can do little more than furnish an example and point the way.

"In imagination I would have you retrace the past of boyhood's memory back to the virgin forest lands of this State as viewed by the pioneer settlers. Draw a line across the State of Missouri from St. Louis to its western boundary. South of this line and within your borders were virgin forests, than which no better or fairer could be found anywhere on God's smiling footstool. Magnificent forests of oak, pine, red cedar, ash, gum, cottonwood and cypress challenged the axe of the pioneer settler. Their lavish luxuriance which made the State one of ravishing beauty in the days of Benton, would, if perpetuated today, represent the ransom or redemption of an empire. But, alas, the day of their glory is as a tale that is told. Your forests are going like the forests of Louisiana, Arkansas, Arizona, Idaho and Oregon—going as the forests of Pennsylvania, Michigan, Georgia and Minnesota have gone. I am not condemning Missouri alone; nor have the ill effects of the mismanagement of your hardwood forest lands reacted upon your State as seriously as has been the case in the great pineries of the Lake States and the South. The fault has been common to all forested States, and as every forested State has been at fault, so should every such State contribute its share toward our national redemption.

"Missouri's sawmills reached the peak of their production in 1899, with a total cut of 725,754,000 feet of lumber. By 1923 the total had dropped to 178,810,000 feet, although your population and practically every other line of business within your border showed a marvelous increase during the same period. Why is it that your sawmills have fallen off over 75 per cent. in volume of production in the fact of rising prices and increasing demand for their product? Have your forests failed you because your soil is sterile or your climate so cold and arid that trees will not grow in this region? You are credited with having 13,000,000 acres of land not suitable for farming, but once forested and clearly chiefly valuable for timber production. Frenchmen or Germans or Swedes, Norwegians or Danes, would handle similar but much poorer land, so that through the centuries it would produce on the average not less than 250 board feet per acre per annum, over three billion feet a year, or more than three times your present annual consumption and sixteen times the present yearly production of your mills. Our own people, with their greater natural ingenuity and enterprise, should eventually do even better.

"Oh, I know you are saying to yourselves, 'Pshaw, we can't afford to adopt European methods in our forests. It costs too much, labor is too high, and anyhow conditions are different in this country.' It is true that conditions *are* different in this country and no American forester has advocated adopting European methods in American forests. But the basis principles of silviculture are the same in all countries. In all cases the general problem is the same—the production of a crop—a wood crop. European methods can not be *adopted*, but they can be *adapted* to our conditions until by study and experience we arrive at better methods.

"As for not being able to afford it, let us take a look at that question, too. You are now compelled to 'afford' to pay freight each year on half a billion feet of lumber, shipped up from the South and 300 million from the Pacific Coast. Upon this material you pay each year about eight million dollars more than the freight on an equivalent home product would have cost. That eight million dollars a year is a tax upon industry just as surely as though levied by the assessor and collected under the force of law. In other words, their production costs being equal, the people of this State can afford to spend $8,000,000 a year on forestry in Missouri in preference to drawing their product from outside sources. And your freight bill is steadily rising as the proportion of the product drawn from the Gulf States decreases and from the Pacific Coast increases. If the entire 800 million feet needed annually to supplement your home product came from the Pacific slope, your excess freight bill would be over $13,000,000 instead of $8,000,000.

Instead of your annual lumber budget drawing upon remote forest regions and costing you an additional $8,000,000 a year for transportation alone, that material should all be produced within your own State, and the saving of extra transportation costs should be supplemented by a profit of not less than $8,000,000 yearly from this local activity. No State in the Union is more fortunately located with reference to markets for forestry products. You have the greatest tie market in the world. Your own mines and those of adjoining States use tremendous quantities of mine props at good prices. The market for such small stuff furnishes ideal conditions for the profitable practice of forestry.

"Think of what you could do toward making Missouri self-supporting silviculturally by the wise expenditure of even a small part of this annual excess freight bill. One per cent. of this expenditure intelligently and properly applied and supplemented with wise regulatory laws would make a splendid start toward making Missouri silviculturally independent.

"In the first place, since the problem is national as well as local, the Federal Government is ready and willing to help. This help may take either or both of two forms as the State of Missouri herself may elect. It may take the form of the establishment of one or more demonstration forests of 100,000 acres or more each. Under the provisions of the Weeks Law the Federal Government has already purchased and is protecting and administering about two and one-half million acres of forest land for National Forest purposes, principally in the States of Maine, New Hampshire, Pennsylvania, Maryland, Virginia, West Virginia, North Carolina, South Carolina, Tennessee, Alabama and Arkansas. No purchases are made in any State unless the legislature of that State by formal resolution has first given its consent to such acquisition of land by the Federal Government.

"In addition to the foregoing States, Vermont, Florida, Louisiana, Michigan, Minnesota and Kentucky have also given similar consent, although our funds for land purchases have not been sufficient for us to make any purchases of lands in such States as yet. There are but two or three States in the Union where such purchases appear to be urgently needed and desirable, but formal consent has not yet been granted—and first among them I would name the great commonwealth of Missouri.

"Let me make myself clear. Federal activity in forest land purchases is always on a co-operative basis. The government puts up all the money and does all the work, but it does not go into any region excepting where its presence is welcome. It pays the going market price for the land in cash. The government pays no taxes on such land, but the law gives the local communities an even greater interest in it, for out of every dollar taken in for use of the land or sale of timber, 35 cents goes back to the locality, 10 cents directly into roads, and 25 cents is paid over to the county for its road and school fund.

"Sometimes the bogey is raised of removal of vast areas of land from the tax rolls. It does not work out that way. Of the total forest area in Missouri I can not conceive of the Federal Government ever caring to purchase to exceed five per cent. Probably two per cent. would be nearer to our ideal. And remember also that the Federal Government does not wish to undertake this task if Missouri is ready, willing and able to undertake it herself. Frankly, however, I am sure you will not be offended if I say that in my opinion the task is so gigantic that it will require every resource and energy you can either enlist or command, and that even should the government take over a little two-by-four per cent. corner you will find the remaining 96 or 98 per cent. a sufficient task. So this is one form of help that will not cost you a cent. It simply requires sufficient gumption on the part of your legislature to pass a resolution saying that such help will be welcomed.

"Another way the Federal Government is ready and willing to extend your State the helping hand is by co-operating with you in protecting your forests from destruction by fire. It is needless for me to dwell upon fire as a menace both to standing timber as well as to the reforestation of the area after the virgin crop has been removed. For the past fourteen years the Forest Service has been working along this line and now has co-operative agreements with 29 States. The government's fire co-operation fund the coming fiscal year is $660,000. I regret to say not one cent of this money can be spent in this State, although urgently needed here, and you help pay the bill. Why? Because the law provides that to be eligible for co-operation a State must provide some system for fighting and preventing forest fires. I would be delighted if Missouri should now come forward as the 30th State to make a start at outlawing forest fires and co-operate with the Federal Government in making your woods safe for growing trees.

"I am not here to advocate any particular bill or law. What you should do I shall leave entirely for you to decide. I have but one word of advice to give to those of you who reside in this State, and that is that your legislature provide for employing a qualified forester to make a special study of your special case. As I see it, the plain facts are that Missouri is suffering from an economic ailment—suffering from it to the tune of $8,000,000 a year whether she feels it or not—and I am advising you to employ a doctor. If you get one, get a good one and then follow his advice. You will have to pay a good man a good salary, but in the long run he should be worth millions of dollars to the State.

"I can not tell you for a surety just what his specific advice will be, but one thing I am sure of is that he will not advocate meeting this situation by using undesirable substitutes or curtailing your consumption of lumber. He will ask that your glorious sunlight, your bounteous rains and your rich lands unsuited for tillage be awakened from their lethargy and be made to grow trees, trees, trees, trees for lumber, and still more lumber, to serve the needs and supply the wants of more and more, and still more. Missourians and to continue to do so every year through all the ages to come.

"If he is a good forester he will also be a good conservationist, just as is every good farmer or stock-raiser, engineer or other man who makes the best use of either resources or materials placed at his disposal. The much maligned conservationist has been accused of asking us to save lumber for posterity, instead of using it ourselves. The picture is untrue. The conservationist wishes to cut down the ripened tree and use it; but he asks us not to cut down more trees than we need, and not to leave half the tree in the woods because there are a few knots in the top log. He asks us also not to let fire run unhindered through the forest, for they destroy the young trees which would form forests for the generations of the future. That unless we wish our race to end like a stream in the sands of the desert we must see to it that those who follow us may find also a land wherein trees cast their shade at the feet of men, and all things are ordered obedient to his needs. He asks that we in our day and generation shall observe the Golden Rule and do by those who are to come after us even as we would be done by. To the extent that we, as Americans, in deed and spirit live up to this injunction, we shall prove ourselves worthy of the great sacrifices of our forefathers. We shall also prove ourselves worthy of the love of our descendants because, through our forethought, we make it possible for them in posterity to inherit this land forever."

POINTED TRADE SUGGESTIONS BY A NOTED ECONOMIST

Authorities agree that the world is on the eve of the most aggressive struggle for world markets ever experienced, says L. W. Wallace, of the American Engineering Council, and vice-chairman of the Committee on Elimination of Waste in Industry, which is sponsored by Secretary Hoover, of the Department of Commerce and Labor.

The answer to the question, "How may American industry maintain its position in world trade?" may be summarized under the following remedial conditions, he says:

"Eliminate the enormous wastes in production, distribution and consumption by extending and intensifying the management function. Undoubtedly good management is more universal here than in Europe, and many steps have been taken to lessen losses. The fact still holds that over 50 per cent. of avoidable waste is due to poor management.

"Through better management, stabilize production and distribution; reduce the amount of seasonal operation and eliminate excess varieties of products.

"Through better management offset limited labor supply and high labor costs by greater utilization of labor-saving machinery; by reducing the astounding man-hour loss due to accidents and illness.

"Through intensified and co-ordinated industrial research reduce production and distribution costs by the disclosure of new processes and more economic use of raw and waste materials.

"Capitalize to the fullest degree the powerful factor of mass production. American industry is supreme in mass production, and can be made even more influential in procuring and holding foreign business if properly understood and used.

"It is certain that the new era will require re-formulation of major economic policies by expert and scientific study of conditions. It is equally certain that they can not be evolved by politicians untrained in economics."

UNIFORM STANDARDS URGED FOR DAIRIES

An appeal for uniform high standards and regulations governing the production and distribution of dairy products, with particular stress on cheese and butter, was made at the July 29th session of the American Association of Dairy, Food and Drug Officials' convention at Denver, Colo.

Kenneth F. Lee, director of the Dairy and Food Bureau of the Department of Farms and Markets of New York State; Dr. M. C. Larson, chief of the Bureau of Dairying of the United States Department of Agriculture, and J. J. Farrell, of St. Paul, secretary of the Dairy Products Association of the Northwest, were speakers.

The administration of food and drug laws of the country now aims to correct evils, rather than to see how many firms and individuals can be punished for violations, R. W. Dunlap, assistant secretary of the Department of Agriculture, declared.

RELIANCE WOODENWARE COMPANY ENCOUNTERS DIFFICULTIES

The Reliance Woodenware Company, of Wabeno, Wisconsin, finding itself in financial difficulties from which it was unable to extricate itself, has filed a petition in voluntary bankruptcy. Referee in Bankruptcy, Ferdinand J. Colignon, 407 Bellin Building, Green Bay, Wisconsin, fixed July 28th, in the assembly hall of the Brown County Court House at Green Bay, as the time and place for the first meeting of the creditors of the concerns. Information as to the action taken at the meeting was not available at the time of going to press.

WILL BUILD SLACK BARREL PLANT

The DeBlieux Lumber Co., Inc., Opelousas, Louisiana, is contemplating the erection of a new one-story plant on their present site. The plant will be of the most modern construction and will cost approximately $25,000. The company will engage in the manufacture of cooperage products, particularly slack barrels.

DOLLAR ACCEPTANCES OFF

The total dollar acceptances covering exports and imports for 25 leading banks throughout the country reporting to *Export Trade and Finance*, of New York, as of July 23d amount to $255,769,421, compared with $281,352,564 for June 25th and $208,997,186 for July 24, 1925.

Acceptances in foreign currencies executed by foreign banks for account of 21 banks reporting amount to $38,691,073 for July 23d, compared with $36,106,212 for June 25th and $20,727,090 for July 24, 1924.

WORLD STANDARDIZATION OF WEIGHTS AND MEASURES A VITAL NECESSITY TO INTERNATIONAL TRADE

Of all the civilized countries on the globe, according to Aubrey Drury, Director of the All-American Standards Council, only the United States and certain countries of the British Empire, have so far refused to adopt the decimal metric system of commodity weights and measures, which is standard throughout the rest of the world.

Canadian and American Measures Differ

Our commodity units are not standardized one with the other. The current impression that Americans use the British measures is the cause of costly confusion in commercial transactions, price quotations, statistics and technical literature. A gallon is not the same in Canada as in the United States, nor is the bushel. There is great confusion due to the different tons and hundredweights, the "long" ton being generally used in British countries. Even the technical definition of the yard is declared to be different in various English-speaking countries.

Because of the 20 per cent. difference of the pint, quart and gallon in Canada and the United States liquid measures have been made illegal for use in Canada for American merchants might otherwise sell with their smaller liquid units and gain an unfair advantage.

A Variety of Units

The Canadians have what was known of old as the British beer measure. The United States uses what was known in antiquity as wine measure. Both were no doubt very actively in use when our disorderly weights and measures were being framed, for as Joseph V. Collins declares, "Counting English and Canadian units bearing the same names as United States units we have in use four different sizes of pints, quarts and gallons; three different sizes of gills, many sizes of barrels; an untold number of different sizes of bushels of things as sold in different states, such as apples, potatoes and the like; three kinds of ounces, drams and pounds; two different sizes of hundredweights; four different tons, and two or three kinds of miles." To this anarchy of weights and measures are to be added such casuals as minims, grains, fathoms, pennyweights, pecks, links, chains, points, lines, mills, scruples, furlongs, hands, rods, poles, stones, cords and other survivals of barbaric barter.

Pan-American Standardization

The condition here depicted, while as yet unamended, by no means has passed unnoticed. Economic experts have for years pointed out the waste involved in our unstandardized, undecimalized measure.

Particularly in America has been proclaimed the need for unification of commercial standards. Sensing this desperate need, the first Pan-American Conference, held in Washington, D. C., declared in one of its most important agreements: "The Conference recommends the decimal metric system to the nations which have not already adopted it."

As a result of that conclusion, all republics of Central America, South America and the West Indies by legal enactment confirmed the adoption of the metric units. James G. Blaine urged favorable action from the United States Congress, likewise suggesting as a first step the use of metric standards in the customs service. But, though official support was accorded at that time, metric legislation failed by a very narrow margin in Congress.

Metric Standards Bill in Congress

A liberal Metric Standards Bill has been introduced in Congress, providing for a gradual transition to the metric units in merchandising during a period of ten years. States with a total population of 15,000,000—Illinois, Tennessee, California, North Dakota and Utah—have through their legislatures memorialized Congress to pass such a law. More than 100,000 individual petitions are pending before national legislators urging the advance, and altogether these represent millions of voters, for many petitions are from organizations having thousands of members.

GENERAL BUSINESS SITUATION BETTER

In spite of numerous seasonal declines in June and July the business situation in the Third Federal Reserve District is distinctly better than it was a year ago, states Richard L. Austin, chairman of the Federal Reserve Bank of Philadelphia. "Not only is business sentiment in this district, which embraces eastern Pennsylvania, southern New Jersey and Delaware, more cheerful," he says, "but trade generally is better, while purchasing of goods, as well as distributive and productive activity, is much greater than in the same months of 1924."

E. and B. Holmes Machinery Company Perfect Automatic Stave-Packing Attachment Which Has Many Labor-Saving Features

An automatic stave-packing attachment, recently designed and built by the E. & B. Holmes Machinery Co., of Buffalo, N. Y., has just been installed and put in operation on a Holmes Tongue and Groove machine at the Niagara Falls plant of the International Cooperage Co., manufacturers of slack and tongued and grooved barrels for dry materials. The attachment is used for placing the finished staves in uniform order and position on a projecting rack, and for piling the staves upright against each other in a nesting position. With the staves arranged in this manner they are then ready for placement in the setting-up machine.

In general, the procedure followed is to let the finished staves fall from the machine onto a bench or rack without regard to arrangement for setting-up. With this the practice, it is then necessary to employ a workman to arrange the staves in order so that no time will be lost in assembling. A further disadvantage connected with this practice is the frequent breakage of the tongued portion of the stave.

Description of the Attachment

The construction items of this packing attachment are readily noted from the accompanying illustration. These can be listed as two upright, stave-carrying arms, a driven shaft with a cam and crank attachment, two connecting rods, and an upright pivoted guide-bar with a

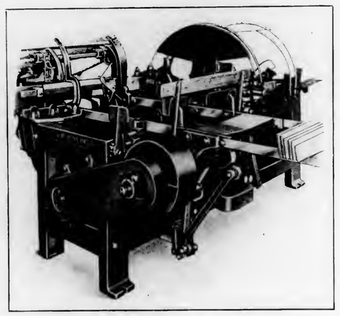

ILLUSTRATION No. 1

cross-head section to which the carrying arms are attached. A chain connects the driven shaft with the main drive shaft of the machine.

The course of travel of the carrying arms is roughly elliptical in form. This motion is imparted by the reciprocating action of the cam and crank arrangement. As will be noted from the illustration, one of the connecting rods has its motion imparted by the cam, while the other has its motion imparted by the crank action. The vertical guide-bar is pivoted at its lower end. The cam connecting rod, also attached to this same pivot shaft, now oscillates the guide-bar with a lateral motion. The crank connecting arm or rod, in turn, is attached to the guide-bar by a cross-head section, which slides up and down as it is actuated by the crank arrangement, and which thereby imparts the vertical motion to the attached carrying arms. The combination of this reciprocal lateral and vertical motion, imparted by the cam and crank arrangement, operates the stave-carrying arms in the continuous elliptical motion mentioned before.

Method of Operation

To consider now the packing attachment in operation. In the illustration will be noted the two arms in the act of carrying a finished stave over and down to a position on the adjoining rack. Further to be noted is a stave just passing through the finishing cutters and on its way to the stationary receiving grooves, from where it will be taken by the packing attachment to the piling rack adjoining.

The carrying arms move from the position shown in the illustration down to the plane of this horizontal rack. As the arms continue to pass down and beyond this plane, the stave is left upright on the rack. The now empty carrying arms, after reaching the end of their downward stroke, start on their return, upward elliptic motion to a position directly under the newly grooved and tongued stave in the receiving groove. The arms, as they pass upward and beyond the plane of these receiving grooves automatically receive the newly finished stave. This latter in turn is now carried over and down on to the horizontal rack, where it likewise is deposited. Thus this automatic packing action continues throughout the grooving and tonguing operations. At the end of the rack will be seen a group of finished staves piled in position, with the grooved edges of the staves face up. As each new stave is deposited on the rack, it pushes the preceding staves ahead, until finally the entire rack is filled. They are then removed and placed on the floor in the same position, ready to be assembled and trussed.

Only One Operator Needed

With this attachment incorporated, the operation of grooving, tonguing and packing the staves may be said to be entirely automatic in character. Only one operator is required to keep the machine supplied with material. The distance between the two carrying arms is adjustable to suit the length of stave being grooved and tongued.

In addition to the automatic packing attachment, this tongue and groove machine (illustrated in Fig. 1, showing front and side views) is equipped with a feeding device which reverses every alternate stave, thereby making both ends of the assembled barrel of the same diameter. After placing the staves in the automatic feed runway, which operates on the principle of an endless chain, the staves are carried by a pair of feed rolls to the right and over the revolving grooving cutters. The staves are next carried automatically to the other side of the machine in an upright, semi-circular guideway, and to a position in front of the pair of tongue-forming knives. The staves are again caught between a pair of feed rolls, and they are now forced in the reverse direction over the tongue-forming cutters. With the staves grooved and tongued, they are now automatically piled in position on the rack, as previously described.

Machine Will Tongue and Groove Cross-Grained Staves

This tongue and groove machine, with which the automatic packing attachment is used, will work cross-grained staves without tearing out or making rough edges. It can be driven either from direct motor attached to the main driveshaft or by a belt running on tight and loose pulleys. The machine requires no countershaft and is entirely self-contained. The pulley on the cutterhead shaft is 4 inches in diameter by 4-inch face, and makes 5,200 revolutions per minute.

Dimensions and capacity of this tongue and groove machine are as follows:

Floor Space	Cubic Contents	Weight	Horse-power	Capacity, Staves
6½ x 9 ft.	195 cu. ft.	3,000 lbs.	5	15,000 to 20,000

A NOVEL FEATURE

The Paine Lumber Company, Oshkosh, Wisconsin, has started a novel feature to reward employees who have a record for perfect attendance at the factory during the year. Twelve men are to be given silver goblets for their record during 1923 and 1924. There was only one man to have this record during 1923 and he will receive two goblets. The others have maintained the record for 1924.

The requirements are that the employees do not miss a day at work, that they are not tardy in the morning or afternoon, and that they do not leave their work before closing time at noon or night. William A. Schuessler has the perfect record for the two years, and in addition to the goblet will receive a cash award of $50, and the other men will also receive $10 each. The plan will be continued and the company is looking forward to an increasing number of awards each year.

FOREST WEEK COMMITTEE'S ACTIVITIES

Frank O. Lowden, former Governor of Illinois and chairman of the American forest week committee, has announced that the observance each year of a national forest week will be put on a permanent basis. Mr. Lowden has sent notice of this proposal to each of the 88 organizations that participated in the forest week program that ended May 3d. He will remain as chairman of the central organization with Edgar Allen as managing director and Miller Hamilton as secretary. Headquarters will be in Washington.

"We have now had time and opportunity to review the results of last spring's campaign, and it was a remarkable demonstration of an awakened public interest in this subject," said Mr. Lowden. "A sub-committee of the general organization is now working out plans for permanent support for this movement. We hope soon to start actively upon the American forest week program for 1926.

"This is a truly national affair and representative of every phase of American life. Under the leadership of President Coolidge, whose interest in forestry is so well known, and with the disinterested and energetic support of leaders of thought and industry throughout the nation, tremendous impetus will be given toward the establishment of a constructive forest policy, one of the greatest of our economic problems."

FOREST PRODUCTS LABORATORY ANNOUNCES FALL INSTRUCTIONAL COURSES

The United States Forest Products Laboratory, Madison, Wis., announces the following dates for the fall group of instructional short courses in wood utilization:

Gluing of Wood—September 14th to 19th.

Boxing and Crating—September 21st to 26th.

Kiln Drying of Lumber—September 21st to October 2d.

Personal attention on the part of the laboratory instructors to the specific problems of the men in attendance is a feature of the courses, and for this reason it is necessary to limit the registration to 20 for each class. Applications will be accepted in the order of receipt. Only one course can be taken at a time, but the schedule as arranged makes it possible to take the glue and the box courses, or the glue and the kiln-drying courses in succession.

Applications or requests for information concerning the courses should be addressed to the director of the laboratory.

FREDERICK SCHNITZER

One of the pioneers of present-day coopers was called to his eternal rest when Frederick Schnitzer, of Hannibal, Missouri, died on April 17th of this year. Mr. Schnitzer was one of the oldest coopers in the country and he spent practically his whole life in the trade. He was born in Palmyra, Missouri, in 1856, and entered his father's cooper shop in that town at an early age. He remained in Palmyra until 1897, when he purchased the cooperage business of Henry Atkins, at Hannibal, which business he conducted until a few days prior to his death at the age of 69. He is survived by his wife and five children. His demise is the occasion of deep and sincere sorrow to the host of friends and acquaintances who knew him as a splendid citizen and an honorable and upright business man.

FREDERICK M. LAPP

The hand of death plucked another veteran from the cooperage ranks when Frederick M. Lapp, secretary and treasurer of The Jacob Lapp Cooperage Company, died at his home in Akron, Ohio, on July 3d.

Mr. Lapp, who was 60 years of age, was stricken by apoplexy while seated in the living room of his home, and he died before the physician who was summoned to his aid could arrive. For six weeks prior to his passing away he had been somewhat indisposed, but not sufficiently so to prevent his attendance at his office.

His sudden passing away was a stunning shock to his innumerable friends throughout the industry, who held him in high regard for the many sterling qualities which he possessed, and the sympathy of the entire trade is extended to the surviving members of his family in their great bereavement.

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SLACK BARREL MAKERS AND BARREL STOCK

Colwell Cooperage Co., New York, N. Y. 4
Farmers Manufacturing Co., Norfolk, Va. 5
Greif Bros. Cooperage Co., Cleveland, Ohio ..... I. B. C.
Heidt & Son, C., Jersey City, N. J. 5
Jacobs Cooperage Co., K. W., Milwaukee, Wis. 24
Murray, C. E., Decherd, Tenn. 5
O'Donnell Cooperage Co., N. and H., Philadelphia, Pa. 24
Pensacola Cooperage Co., Pensacola, Fla. 25
Skuse's Cooperage, Rochester, N. Y. 24
Walsh Sons, Morris, Pittsburgh, Pa. 4

SLACK BARREL STOCK (Manufacturers or Dealers)

Farmers Manufacturing Co., Norfolk, Va. 5
Henning, Inc., E., Chicago, Ill. 5
Murray, C. E., Decherd, Tenn. 5
Pennoyer Co., J. C., Chicago, Ill. 4
Southern Cooperage Co., New Orleans, La. 25
Struthers-Zeigler Cooperage Co., Detroit, Mich. 6
Van Aken Cooperage Co., C. M., 141 Broadway, New York.. 3

SLACK COOPERAGE STOCK (Manufacturers and Dealers)

Bartlett, O. L., Mound City, Ill. 22
Carey Cooperage and Timber Co., Cypress, Ala. 25
Cate-LaNoye Co., Inc., Memphis, Tenn. 23
Colleton Mercantile Co., Ravenel, S. C. 16
Colwell Cooperage Co., New York, N. Y. 4
Davis Stave Co., W. M., Memphis, Tenn. 16
Dublin-Hardwood Stave Co., Dublin, Ga. 23
Fields-Latta Stave Co., Dyersburg, Tenn. 25
Gideon-Anderson Co., St. Louis, Mo. 5
Greif Bros. Cooperage Co., Cleveland, Ohio ..... I. B. C.
Henning, Inc., E., Chicago, Ill. 5
Himmelberger-Harrison Lumber Co., Cape Girardeau, Mo... 6
Jerry Co., Stephen, Brooklyn, N. Y. 4
Mill Sheals Cooperage Co., St. Louis, Mo. ..... F. C.
Murray, C. E., Decherd, Tenn. 5
Ozark Co., The, Planters Bldg., St. Louis, Mo. 6
Peel & Bro., J. M., Lake Village, Ark. 25
Pennoyer Co., J. C., Chicago, Ill. 4
Poessel & Co., A. L., Chicago, Ill. 23
Powell Cooperage Co., Memphis, Tenn. 13
Reinschmidt Stave Co., Quitman, Ga. 25
Sheahan Co., B. C., Chicago, Ill. 24
Skuse's Cooperage, Rochester, N. Y. 24
Smith Lumber Co., W. T., Chapman, Ala. 13
Struthers-Zeigler Cooperage Co., Detroit, Mich. 6
Sutherland-Innes Co., Ltd., Chatham, Ont. 24
Trexler Cooperage Co., Allentown, Pa. 25
Turner-Farber-Love, Leland, Miss. ..... F. C.
Vail-Donaldson Co., St. Louis, Mo. 3
Van Aken Cooperage Co., C. M., 141 Broadway, New York.. 3

SLACK COOPERAGE STOCK (Manufacturers and Dealers) —Continued

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Gerlach Co., The Peter, Cleveland, Ohio ..... I. B. C.
Holmes Machinery Co., E. & B., Buffalo, N. Y. 2
Oram Co., The John S., Cleveland, Ohio 14-15
Rochester Barrel Machine Wks., Rochester, N. Y. ..... B. C.
Trevor Manufacturing Co., Lockport, N. Y. ..... I. B. C.

STEEL AND WIRE HOOPS

American Steel and Wire Co., Chicago and New York 4
Hanlon-Gregory Co., Pittsburgh, Pa. ..... F. C.
Henning, Inc., E., Chicago, Ill. 5

TIGHT BARREL MAKERS AND BARREL STOCK

California Barrel Co., San Francisco, Calif. 24
Chickasaw Wood Products Co., Memphis, Tenn. 4
Hudson & Dagger Co., Inc., Memphis, Tenn. 3
Michel Cooperage Co., Sandusky, Ohio 24
Moore Stave Co., Lucas E., New Orleans and New York.... 16
National Cooperage and Woodenware Co., Peoria, Ill. 24
Pekin Cooperage Co., 25 Broadway, New York, N. Y. 4
Pensacola Cooperage Co., Pensacola, Fla. 25
Pittsburgh Barrel and Cooperage Co., Pittsburgh, Pa. 24
Sutherland-Innes Co., Ltd., Chatham, Ont. 24
Walsh Sons, Morris, Pittsburgh, Pa. 4
Weitl & Bro., A. M., Cleveland, Ohio 23

TIGHT COOPERAGE STOCK (Manufacturers or Dealers)

Brown, D. K., Ruston, La. 25
Cate-LaNoye Co., Inc., Memphis, Tenn. 13
Colwell Cooperage Co., New York, N. Y. 4
Dublin Hardwood Stave Co., Dublin, Ga. 23
Eckhardt & Lennon, Monroe, La. 25
Graham Stave & Heading Co., Jackson, Miss. 3
Harlan-Morris Mfg. Co., Jackson, Tenn. 25
Hennen Cooperage Co., The, Lake Providence, La. 24
Henning, Inc., E., Chicago, Ill. 5
Krafft Cooperage Co., St. Louis, Mo. 25
Moore Stave Co., Lucas E., New Orleans and New York.... 16
Mt. Olive Stave Co., Batesville, Ark. 5
Ozark Timber and Stave Co., Chicago, Ill. 24
Peanoyer Co., J. C., Chicago, Ill. 4
Sheahan Co., B. C., Chicago, Ill. 24
Sigman, M. L., Monticello, Ark. 5
Sutherland-Innes Co., Ltd., Chatham, Ont. 24
Wilson Stave Co., W. W., North Little Rock, Ark. 25

TIGHT STAVE MANUFACTURERS

Dublin Hardwood Stave Co., Dublin, Ga. 23
Eckhardt & Lennon, Monroe, La. 25
Henning, Inc., E., Chicago, Ill. 5
Moore Stave Co., Lucas E., New Orleans and New York.... 16
Reinschmidt Stave Co., Quitman, Ga. 25
Sigman, M. L., Monticello, Ark. 5
Sutherland-Innes Co., Ltd., Chatham, Ont. 24
Wilson Stave Co., W. W., North Little Rock, Ark. 25

Hand-Made White Oak Kegs

Bought from the Navy. About the finest to be had. Brand new and in perfect condition. Repainted battleship gray. Wine-grade staves and heads, galvanized hoops, brass faucets, non-corrodible metal bungs. In big demand — fast sellers — order now. Write for circular.

3 gal. size Crate of 4 **$4.50** 5 gal. size Crate of 4 **$5.50** 8 gal. size Crate of 4 **$7.50**

THE SPOTLESS COMPANY :: Richmond, Va.

Notice to the Trade

WE have greatly enlarged our plant and can now make immediate shipment in any quantity of the famous

ALCOTT EUREKA BARREL HEATERS

The Eureka was designed by a practical cooper and is endorsed everywhere because of its durability. Order direct or through your jobber.

Circular on Request

E. M. SEDGWICK
502 City Bank Bldg.
SYRACUSE, N. Y.

Steady Advertising

IS the kind of advertising that tells in the end. Every reader of a trade paper examines the advertising pages about as closely as he does the reading pages. Your advertisement placed in one issue and then withdrawn, or inserted only for a few issues, does not begin to make the impression on a reader that a permanent advertisement does. **It would not be wise to expect every reader is ready to buy the minute he sees your advertisement.** It may be three months, six months, or a year, before he is in the market for your particular line. If you run your advertisement for only a short time, and then withdraw it, you will miss the inquiry of the reader who will be in the market a little later. You and your advertisement may be forgotten.

The firm who advertises continuously is the firm remembered by the reader when ready to buy. Therefore, don't make the mistake of thinking the buyer is likely to remember you unless you remember him by placing your goods before him in each issue of the paper he makes a practice of reading. The **one sure way to win business,** and to hold it, **is to go after it** and keep after it.

THE NATIONAL COOPERS' JOURNAL will take your messages straight to the buyer, no matter where he is. It's our business to know where he is, and we do.

Steady Advertising Pays Because It Stays

GREIF BROS. COOPERAGE COMPANY

STAVES HOOPS HEADING

SLACK

BARRELS CASKS KEGS

Thirty years of Quality production is the foundation upon which our leadership in the trade is based. Our equipment, technical knowledge and experience is placed at your disposal.

Enormous Factory Capacity
Huge Timber Holdings
Central Warehouse Stocks

Cars Straight, Matched or Mixed

CLEVELAND, OHIO

GERLACH MODERN MACHINERY

Produces

CHEAPER AND BETTER

Tight and Slack Cooperage Stock Barrels, Kegs and Tubs, ready to set up into non-leaking packages of 5 to 120 gallons liquid capacity, or for semi-liquid and dry materials up to 800 pounds weight.
We manufacture machinery for sawing, jointing, planing and crozing, staves; for sawing, jointing, dowelling, planing and circling heading.

MODERNIZE YOUR PLANT

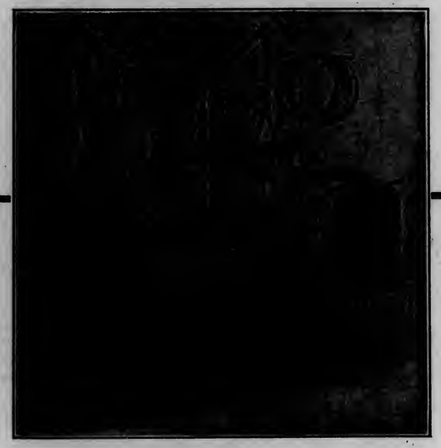
Scrap Machinery invented before the Civil War and install a Gerlach Outfit that will make Tight barrels that are tight, from any strong, non-porous timber.

BUILD

barrels with perfect joints that will not leak; a product that is infinitely superior to the tin and iron near barrels now being experimented with.
Wood is tasteless, stainless and rustless and being a poor conductor of heat or moisture, keeps its contents in their original condition.

CYLINDER SAWS RESTEELED
MODERN BOXBOARD MACHINERY

THE PETER GERLACH CO.
Columbus Road and Winter Street
CLEVELAND - - OHIO



The highest point in machine efficiency is the

"Perfection" Heading-up Machine

for heading-up and hooping off all classes of slack cooperage. Repeat orders and the successful operation of every machine sold in various parts of the country, is our history to date.

Are You Using a "Perfection ?"

MARTEN, GRAHN & ANDRESEN
Twenty-second and Illinois Streets : SAN FRANCISCO, CAL.

TREVOR Manufacturing Company

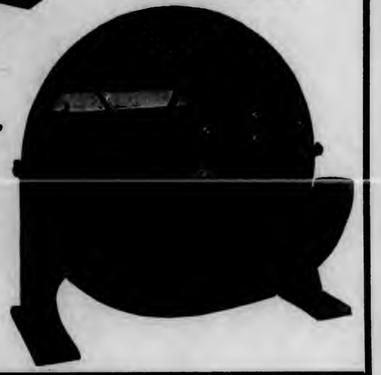
LOCKPORT, N. Y.

The Latest Improved Machinery *for*

Barrels Staves Heading Hoops
Kegs Pails Drums Cheese Boxes

Complete Plants from the log to the barrel

Trevor Patent Jumbo Heading Sawing Machine



NEW "TREVOR"

Sixty-Inch Steel Wheel Heading Jointer

Send for Catalogue and Prices

BUYERS' DIRECTORY

Parties wanting anything that comes under any of the following heads, will do well to remember that these are the most reliable and trustworthy manufacturers and dealers in their respective lines. Always mention this paper when writing. I. F. C. means Inside Front Cover. I. B. C. means Inside Back Cover.

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Trevor Manufacturing Co., Lockport, N. Y. ..... I. B. C.
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Marten, Grahn & Andresen, San Francisco, Calif. ..... I. B. C.
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Cohen Cooperage Co., Chicago, Ill. 2
Hobson Co., E. C., Chicago, Ill. 2
Lacey, E. E., Montgomery, N. Y. 2

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Trevor Manufacturing Co., Lockport, N. Y. ..... I. B. C.

FLM HOOP MANUFACTURERS

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Pearl & Bro., J. M., Lake Village, Ark. 2

EXPORTERS

Hemming, Inc., E., Chicago, Ill. 2
Kraft Cooperage Co., Brooklyn, N. Y. 4
Moore Stave Co., Lucas E., New Orleans and New York 16
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Lovejoy & Son, D. Lowell, Mass. 22

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Goodspeed Machine Co., Winchendon, Mass. ..... I. B. C.
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Kreutz, John, Wilmington, Del. 23
Pittsburgh Barrel and Cooperage Co., Pittsburgh, Pa. 24
Siegel, Lewis, Lancaster, Pa. 2
Stone, Jr., & Sons, George W., 1251 7th St., Washington, D. C. 24
Watring, Bruce T., Washington, D. C. 24

SLACK BARREL MAKERS AND BARREL STOCK

Colwell Cooperage Co., New York, N. Y. 1
Farmers Manufacturing Co., Norfolk, Va. 2
Greif Bros. Cooperage Co., Cleveland, Ohio ..... I. B. C.
Heidt & Son, C., Jersey City, N. J. 2
Jacobs Cooperage Co., K. W., Milwaukee, Wis. 2
Murray, C. E., Decherd, Tenn. 2
O'Donnell Cooperage Co., N. and H., Philadelphia, Pa. 23
Pensacola Cooperage Co., Pensacola, Fla. 25
Skinner Cooperage, Rochester, N. Y. 24
Walsh Sons, Morris, Pittsburgh, Pa. 4

SLACK BARREL STOCK (Manufacturers or Dealers)

Farmers Manufacturing Co., Norfolk, Va. 2
Henning, Inc., E., Chicago, Ill. 2
Murray, C. E., Decherd, Tenn. 2
Pennock Co., J. C., Chicago, Ill. 1
Southern Cooperage Co., New Orleans, La. 25
Struthers-Zeigler Cooperage Co., Detroit, Mich. 2
Van Aken Cooperage Co., C. M., 141 Broadway, New York. 2

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Colwell Cooperage Co., New York, N. Y. 1
Davis Stave Co., W. M., Memphis, Tenn. 16
Dublin Hardwood Stave Co., Dublin, Ga. 23
Fields-Latta Stave Co., Dyersburg, Tenn. 2
Gibson-Anderson Co., St. Louis, Mo. ..... I. B. C.
Greif Bros. Cooperage Co., Cleveland, Ohio ..... I. B. C.
Hemming, Inc., E., Chicago, Ill. 2
Himmelberger-Harrison Lumber Co., Cape Girardeau, Mo. 6
Jerry Co., Stephen, Brooklyn, N. Y. 4
Mill Shoals Cooperage Co., St. Louis, Mo. ..... I. F. C.
Murray, C. E., Decherd, Tenn. 2
Ozark Co., The, Planters Bldg., St. Louis, Mo. 2
Pearl & Bro., J. M., Lake Village, Ark. 2
Pennock Co., J. C., Chicago, Ill. 1
Tessel & Co., A. L., Chicago, Ill. 2
Powell Cooperage Co., Memphis, Tenn. 12
Reinschmidt Stave Co., Quitman, Ga. 24
Sheahan Co., E. C., Chicago, Ill. 24
Skinner Cooperage, Rochester, N. Y. 24
Smith Lumber Co., W. T., Chapman, Ala. 6
Struthers-Zeigler Cooperage Co., Detroit, Mich. 2
Sutherland-Innes Co., Ltd., Chatham, Ont. 24
Texler Cooperage Co., Allentown, Pa. 2
Turner-Farber-Love, Leland, Miss. ..... I. F. C.
Vail-Donaldson Co., St. Louis, Mo. 2
Van Aken Cooperage Co., C. M., 141 Broadway, New York. 2

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STAVE AND HEADING MACHINERY

Gerlach Co., The Peter, Cleveland, Ohio ..... I. B. C.
Holmes Machinery Co., E. & E., Buffalo, N. Y. 2
Oram Co., The John S., Cleveland, Ohio 14-15
Rochester Barrel Machine Wks., Rochester, N. Y. ..... I. B. C.
Trevor Manufacturing Co., Lockport, N. Y. ..... I. B. C.

STEEL AND WIRE HOOPS

American Steel and Wire Co., Chicago and New York 1
Hanlon-Gregory Co., Pittsburgh, Pa. ..... I. F. C.
Henning, Inc., E., Chicago, Ill. 2

TIGHT BARREL MAKERS AND BARREL STOCK

California Barrel Co., San Francisco, Calif. 24
Chickasaw Wood Products Co., Memphis, Tenn. 1
Hudson & Dugger Co., Inc., Memphis, Tenn. 2
Michel Cooperage Co., Sandusky, Ohio 24
Moore Stave Co., Lucas E., New Orleans and New York 16
National Cooperage and Woodenware Co., Peoria, Ill. 24
Pelican Cooperage Co., 25 Broadway, New York, N. Y. 1
Pensacola Cooperage Co., Pensacola, Fla. 25
Pittsburgh Barrel and Cooperage Co., Pittsburgh, Pa. 24
Sutherland-Innes Co., Ltd., Chatham, Ont. 24
Walsh Sons, Morris, Pittsburgh, Pa. 4
White & Bro., A. M., Cleveland, Ohio 22

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Brown, D. K., Ruston, La. 25
Cate-LaNieve Co., Inc., Memphis, Tenn. 12
Colwell Cooperage Co., New York, N. Y. 1
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Eckhardt & Lemon, Monroe, La. 25
Graham Stave & Heading Co., Jackson, Miss. 2
Harlan-Morris Mfg. Co., Jackson, Tenn. 2
Hennen Cooperage Co., The, Lake Providence, La. 24
Henning, Inc., E., Chicago, Ill. 2
Kraft Cooperage Co., St. Louis, Mo. 24
Moore Stave Co., Lucas E., New Orleans and New York 16
Mt. Olive Stave Co., Batesville, Ark. 2
Ozark Timber and Stave Co., Chicago, Ill. 4
Pennock Co., J. C., Chicago, Ill. 1
Sheahan Co., E. C., Chicago, Ill. 24
Sigman, M. L., Monticello, Ark. 2
Sutherland-Innes Co., Ltd., Chatham, Ont. 24
Wilson Stave Co., W. W., North Little Rock, Ark. 25

TIGHT STAVE MANUFACTURERS

Dublin Hardwood Stave Co., Dublin, Ga. 23
Eckhardt & Lemon, Monroe, La. 25
Henning, Inc., E., Chicago, Ill. 2
Moore Stave Co., Lucas E., New Orleans and New York 16
Reinschmidt Stave Co., Quitman, Ga. 24
Sigman, M. L., Monticello, Ark. 2
Sutherland-Innes Co., Ltd., Chatham, Ont. 24
Wilson Stave Co., W. W., North Little Rock, Ark. 25

Hand-Made White Oak Kegs

Bought from the Navy. About the finest to be had. Brand new and in perfect condition. Repainted battleship gray. Wine-grade staves and heads, galvanized hoops, brass faucets, non-corrodible metal bungs. In big demand — fast sellers — order now. Write for circular.

3 gal. size Crate of 4 **$4.50** 5 gal. size Crate of 4 **$5.50** 8 gal. size Crate of 4 **$7.50**

THE SPOTLESS COMPANY :: Richmond, Va.

Notice to the Trade

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ALCOTT EUREKA BARREL HEATERS

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Steady Advertising Pays Because It Stays

WHEN WRITING TO ADVERTISERS, TELL THEM THAT YOU SAW IT IN "THE NATIONAL COOPERS' JOURNAL."

GREIF BROS. COOPERAGE COMPANY

STAVES HOOPS HEADING

SLACK

Thirty years of Quality production is the foundation upon which our leadership in the trade is based. Our equipment, technical knowledge and experience is placed at your disposal.

BARRELS CASKS KEGS

Enormous Factory Capacity
Huge Timber Holdings
Central Warehouse Stocks

Cars Straight, Matched or Mixed

CLEVELAND, OHIO

GERLACH MODERN MACHINERY

Produces

CHEAPER AND BETTER

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BUILD

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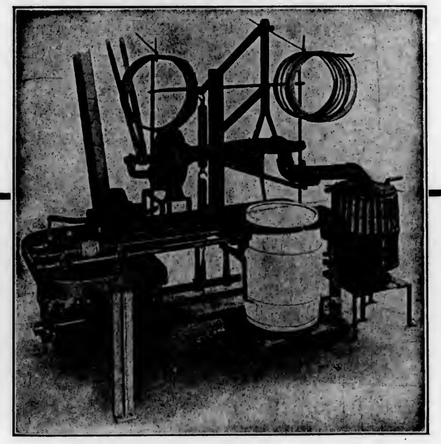
Wood is tasteless, stainless and rustless and being a poor conductor of heat or moisture, keeps its contents in their original condition.

CYLINDER SAWS RESTEELED
MODERN BOXBOARD MACHINERY

THE PETER GERLACH CO.
Columbus Road and Winter Street
CLEVELAND - - OHIO



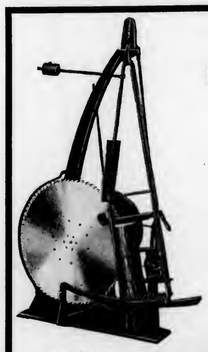
The highest point in machine efficiency is the

"Perfection" Heading-up Machine

for heading-up and hooping off all classes of slack cooperage. Repeat orders and the successful operation of every machine sold in various parts of the country, is our history to date.

Are You Using a "Perfection?"

MARTEN, GRAHN & ANDRESEN
Twenty-second and Illinois Streets : SAN FRANCISCO, CAL.



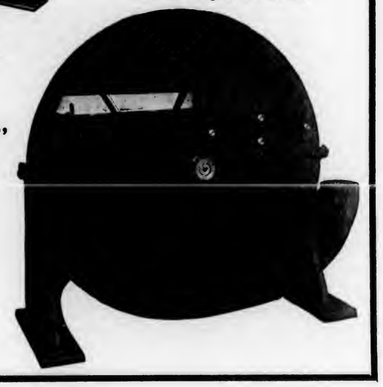
TREVOR
Manufacturing Company
LOCKPORT, N. Y.

The Latest Improved Machinery *for*

Barrels Kegs
Staves Pails
Heading Drums
Hoops Cheese Boxes

Complete Plants from the log to the barrel

Trevor Patent Jumbo Heading Sawing Machine

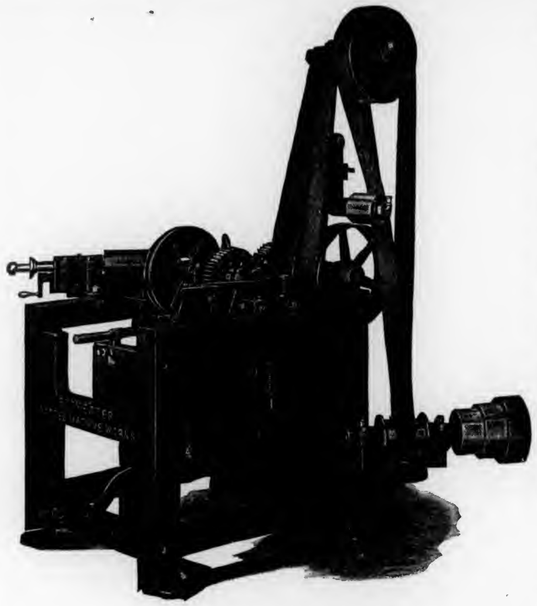


NEW "TREVOR"

Sixty-Inch Steel Wheel Heading Jointer

Send for Catalogue and Prices

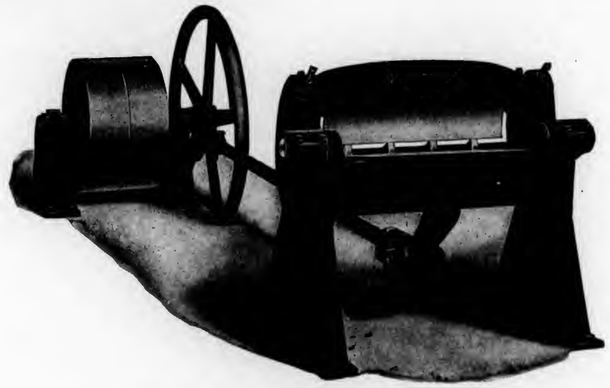
INTENTIONAL SECOND EXPOSURE



No. 5 HEADING TURNER showing new belt feed arrangement, dispensing with worm, worm wheel and bevel gears.

This Turner is designed for Circling Slack Keg Heading, Barrel Heading and Square Edge Covers.

We manufacture a full line of Slack Stave and Heading Machinery.



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A PAPER OF GREAT VALUE TO ALL STAVE, HEADING, HOOP MANUFACTURERS AND COOPERS

Vol. 41 | Published the First of Each Month. Subscription Price $2.00 Per Year. Foreign Subscription $2.50 Per Year. | Philadelphia, September, 1925 | Entered as Second-Class Matter at the Post-Office in Philadelphia, Pa. | No. 5

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HOOPS
HEADING

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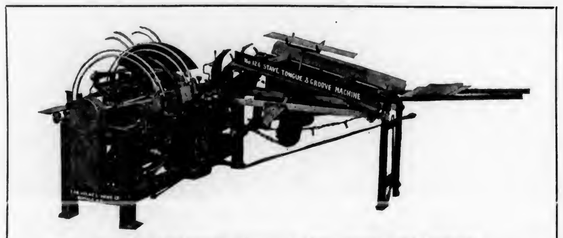

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To make good barrels you need first of all good cooperage stock. When you select "Bone-Dry" trade mark Heading and Staves, together with equally high-class hoops, you are taking the surest route to satisfied customers and good shipping containers. Let us have your inquiries.

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SALES OFFICE:—Cape Girardeau, Mo.

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that deliver their contents in perfect order and command the confidence of careful shippers.

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Staves from 24 inches to 48 inches

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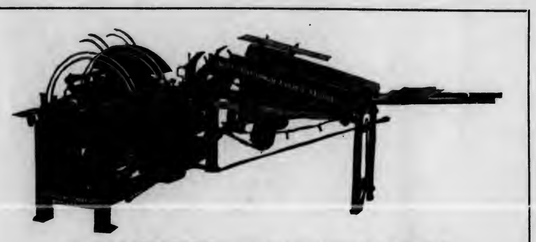

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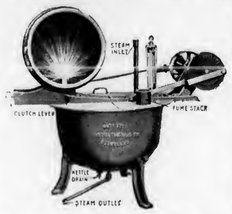

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Made of specially adapted steel in plain, bright or other finishes.

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WHITE OAK, RED OAK, GUM and ASH

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We ship staves of our own manufacture only
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Cut properly, dried thoroughly, priced fairly, delivered promptly

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3 gal. size Crate of 4 **$4.50** 5 gal. size Crate of 4 **$5.50** 8 gal. size Crate of 4 **$7.50**

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Notice to the Trade

WE have greatly enlarged our plant and can now make immediate shipment in any quantity of the famous

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The Eureka was designed by a practical cooper and is endorsed everywhere because of its durability. Order direct or through your jobber.

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THE NATIONAL COOPERS' JOURNAL will take your messages straight to the buyer, no matter where he is. It's our business to know where he is, and we do.

Steady Advertising Pays Because It Stays

The National Coopers' Journal

FORTY-FIRST YEAR | Philadelphia, September, 1925 | $2.00 PER YEAR VOL. XLI, No. 3

Trucking Industry Provides Exclusive Business for New Orleans Cooperage Concern. Second-Hand Barrel Important Factor in City Trade

This is supposed to be the dull season with the cooperage trade in New Orleans, and business really is a little slow, though you would hardly suspect it from the looks of the shops, all of which seem to be pretty busy. The explanation of this apparent activity, with some degree of real dullness in business is that some of the larger shops have branches scattered about at various out-of-town shipping points, or on the premises of the customers. When the heavy shipping season was over these branch shops were closed, and all orders were filled from the central shops in the city.

Second-Hand Barrel in the Foreground

There is now no demand for any great number of barrels by any one industry, and such business as there is consists of a great many small orders for barrels to contain every variety of product that can possibly be barreled. The second-hand barrel is, perhaps, the most important factor in the city trade at present, and there is more competition in buying the supplies of used barrels to be recoopered than there is in selling them to the consumers. The demand is always greater than the supply.

Trucking Industry Active

After harvesting the largest crops in the history of the trucking industry in this section, the farmers at once began their preparations for a still larger crop for the coming season. Wide areas of cut-over lands and reclaimed lands are being brought under cultivation, and many great plantations have been divided up and devoted to garden crops. In sections formerly devoted to a single crop the widest diversification is now practiced, and with the most beneficial results.

Shippers Need Aid

In the past when such new shipping territory was opened up it meant little or nothing to the coopers, for the makers of boxes and crates got the business. Boxes and crates can be had in shook form at reasonable freight rates, and can readily be set up by any kind of labor, while the bulkiness of made-up barrels makes them comparatively expensive to handle, and barrel shooks are troublesome to set up without experienced labor and some kind of shop facilities, and small, temporary shops run by amateurs have been found neither pleasant nor profitable. For these reasons shippers took naturally to boxes and crates as containers for products for which the barrel is the only right and advantageous container. Even to this day there are places where such conditions still prevail, and where coopers have made but slight efforts to help the shippers out of their difficulties, or to show them that even in places where the barrel is the more troublesome and expensive package, it is well worth the extra trouble and expense.

Small Branch Shop Used as Remedy

In most places in this vicinity, however, the conditions described are ancient history. The remedy has been found in the small branch shop, operated by men who have the means and know where and how to buy stock, and who are in touch with experienced working coopers, and some of these small branch shops have grown into large shops. These branch shops were so successful and profitable last year that their number will be greatly increased for the coming year, and several shops will be opened in communities where no barrels have heretofore been used.

New Regions Being Developed

Perhaps the most rapidly developing trucking region in the whole country is along the line of the Texas Pacific Railroad between New Orleans and Baton Rouge. Many of the little stations along that line that two years ago seemed lifeless, deserted and utterly hopeless, were busy shipping points last season, and will be really important points when the next crop is gathered. New Orleans coopers have several good shops along this route, and will install others during the fall. A few shops along the line of the L. & N. R. R. will put barrels in reach of the shippers between here and Pensacola, while some of the most important openings along the Southern Pacific and Y. & M. V. Railroads will be filled.

This readiness to expand and seek out new fields promises well for the permanence and prosperity of the cooperage business, and in preparation for this approaching campaign of expansion, practically all the shops in the town are in the market for produce stock for shipment during the winter. In fact, some of the coopers having plenty of storage space, and who are financially able to carry large stocks, are accepting deliveries now, especially as prices are rather low at present, and are likely to advance later on.

Business for Some Enterprising Cooper

The New Orleans Association of Commerce received a letter from a firm in Haiti, that wanted to be put in touch with some shop that could supply 50,000 wooden pails, complete with handles and covers, to be used as containers for compound lard. The association took the matter up with various coopers here, but could not interest them in the business opening, and it is not known whether or not the order has been placed. Nobody here seemed to want it.

Notes of the Trade

The John G. Moll Cooperage Co. is an old concern, with good traditions behind it, but it took Mr. Sidney Charbonnet, its present manager, to bring it strictly up to date, and show what modern, hustling methods can do. This firm's several branch shops have proved a boon to shippers who have not until recently used barrels, finding them too hard to obtain. It is rumored that this firm contemplates changing the location of its stave mill, but the report has not been verified.

The Southern Cooperage Co. had scarcely finished the last great barrel campaign when it began preparing for another, greater still. These people are not going after the out-of-town trade to the extent that some of their neighbors are, but they certainly gather in a large share of the city trade. They are almost always in the market for stock, for they have plenty of storage space, and like to be well supplied.

N. J. Long, the second cooper of the name, is upholding the traditions of his family and firm, and is not only holding on to the lines of business his shop has handled for so many years, but is also pushing out into new fields. During the coming season he will operate the several shops that were so successful during the last crop year, and, it is rumored, will open new ones in fresh territory.

The plant of the Louisiana Manufacturing and Cooperage Co. is so extensive, and represents such a large investment that Mr. Beck, its president, is constantly hustling to keep the business equal to his facilities for handling it. Whenever an opening for cooperage is found in any new section he is ready to put in a shop, or to supply stock to any one else who does so.

Some One "Needs to Be Shown"

The head of one of the large salt mining companies, with main offices in this city, says that in the past he has been a good buyer of tongue and grooved barrels, but that he is now "off" of them for life. A salt barrel, he says, costs more than its contents, then the lining costs another ten cents. Any ordinary barrel, when well lined, will hold salt without sifting. Why, then, should he pay an extra ten cents to have the barrels made of tongue and grooved staves? When asked why he lined his tongue and grooved barrels he replied that his customers wanted them that way. This is certainly a case where somebody needs enlightenment. It would seem that the absurdity of lining a tongue and grooved barrel would be obvious to every one. This man's customers need to be shown.

Export Business Quiet

The men who are not getting any export business say that those who do get it are simply swapping dollars, for they have underbid each other until there is no profit in exporting. This is the same old charge. It is always some other fellow who is cutting prices. However that may be, the export business is now rather dull.

Lull in Asphalt Barrel Trade

Some of our friends who have made asphalt barrels say that business in that line "is entirely played out." Whether this means that the asphalt barrel has seen its finish, or that there is now a temporary lull in the trade, is uncertain, but it is probable that the latter is the case.

LUMBER FROM FINLAND

It is a little startling to hear a little country like Finland declare its intention of marketing lumber in the United States. From the broad areas of forest lands in this country, lumber has been shipped to many European countries whose resources had been largely wasted away through centuries of usage. How is it that Finland is prepared to ship lumber to us?

The explanation is given by John Saari, former American lumberman, who has been placed in charge of the Finnish enterprise. Although he says nothing about the plan of effort to the United States, he tells of the reforestation plan of Finland enabling that country to grow each year more timber than it uses.

Lumbermen surprised that Finland intends to market lumber here, are reported as saying that this is made possible only by the willingness of its own consumers to use short lengths and bits of wood, but such a statement hardly seems plausible. It is made possible because Finland, probably the best forested country in Europe, plants new forests annually as a crop.

Just the opposite is true in the United States. Its virgin forests are still vastly larger than those of Finland, of course, but the annual consumption of timber is also vastly greater than the annual growth. That is the reason for urgent appeals for the growing of new timber as a crop in this country, and for various other practical methods of forest preservation. Only in California and one or two other States is much being done toward the growth of new forests.

Surely, Finland's export scheme should remind us again of the need and advantages of reforestation measures.

SPECIALISTS MAKING STUDY OF FRUITLESS APPLE TREES

That the failure of an apple tree to bear fruit may be due to a lack of the proper pollen to fertilize the fruit blossom is now rather well understood by fruit growers, although there is still much speculation as to which varieties are good and which poor pollinators. For the past two years Dr. A. B. Stout, director of laboratories for the New York Botanical Garden, has been co-operating with horticulturists at the State Agricultural Experiment Station at Geneva, N. Y., in a study of the pollen requirements of different fruit crops, especially apples, pears and cherries.

Among the apples studied, the specialists have found McIntosh, Rhode Island Greening, Delicious, Gravenstein, Red Gravenstein, and Cortland are decidedly self-fruitless; that is, they will set but little fruit to their own pollen. It has also been discovered that certain varieties are not satisfactory cross-pollinators for other varieties. For example, McIntosh pollen has been found to be highly fertile on Cortland, but Cortland pollen is less effective for McIntosh. On the other hand, Wealthy and McIntosh appear to be excellent pollinizers for each other, and interplanting of these two sorts can be recommended. The pollen from Baldwin has failed to produce fruit on both Wealthy and Rhode Island Greening.

By means of these studies, which are to be continued, the specialists expect to be able to recommend with reasonable accuracy combinations of varieties for planting which will insure a maximum set of fruit. It is evident the setting out of solid blocks of self-fruitless sorts would be a serious blunder; but when definite information is available as to the best pollinators for various sorts, much of the uncertainty of fruit growing can be removed.

In the work with cherries, Black Tartarian was found to be extremely self-fruitless, but responded well to the pollen of Windsor.

Majority of States in Union Have Laws Standardizing Containers for Fruits and Vegetables

The following list of States, with the title and address of enforcing officials, which have standardized various styles of packages for the shipping of fruits and vegetables, is of informative interest and it would pay to keep it on file.

Alabama, Chief Division of Weights and Measures, Montgomery—Berry boxes; baskets used as dry measures in the capacity of 1 bushel and multiples or binary sub-multiples of the bushel.

Arizona, no laws.

Arkansas, has authority to establish standard containers.

California, Director of Agriculture, Sacramento—Apricot, plum and grape baskets; berry baskets; apple, cherry, peach, pear and grape lug boxes, cantaloupe and lettuce crates.

Colorado, no laws.

Connecticut, State Board of Agriculture, Hartford—Apple barrel and box; standard bushel box and half-bushel box for farm produce.

Delaware, no laws.

District of Columbia, Superintendent, Weights, Measures and Markets, Washington—Apple barrel, cranberry barrel; climax baskets; 6-basket and 4-basket crates; berry boxes; lug boxes; hampers; round stave baskets; apple and pear boxes and onion crates.

Florida, any magistrate—Tomato (4-quart till) basket; 6-basket carrier and orange box. (Note: The law gives the dimensions of the tomato basket but does not prescribe its capacity.)

Georgia, no laws.

Idaho, Director, Bureau of Plant Industry, Boise—Apple and prune box; lettuce crate. Recommended standards for cherry and peach boxes and berry, cantaloupe, potato, cabbage and watermelon crates.

Illinois, Director of Agriculture, Springfield—Berry boxes; fruit and vegetable barrel, cranberry barrel; bushel crate for cranberries and blueberries; ½-barrel crate, box or basket for fruits and vegetables; containers for fresh fruits and vegetables of less than one bushel capacity to be of the standard capacity of 1, 2, 3, 4, 5, 6, 8, 16 and 24 quarts standard dry measure.

Indiana, State Commissioner of Weights and Measures, Indianapolis—Hampers, round stave baskets, splint or market baskets, climax baskets, till baskets, berry boxes, apple barrel and apple box. The law also forbids the sale of slack filled containers.

Iowa, Secretary of Agriculture, Des Moines—Berry boxes and climax baskets.

Kansas, Secretary of State Horticultural Society, Topeka—Climax baskets; berry boxes; till baskets; apple box and barrel.

Kentucky, Commissioner of Agriculture, Frankfort—Apple barrel.

Louisiana, no laws.

Maine, Commissioner of Agriculture, Augusta—Apple barrel and box; berry boxes.

Maryland, Chief Inspector, Bureau Weights and Measures, City Hall, Baltimore; Boards of County Commissioners; and State Board of Agriculture, Fidelity Building, Baltimore—Berry boxes, provided that short boxes may be sold when so marked; baskets in capacities of ¼ peck, ½ peck, peck, ½ bushel, ⅝ bushel and bushel; ½ bushel and bushel boxes; apple barrel.

Massachusetts, Division of Standards, Department Labor and Industries, State House, Boston—Apple barrel and box; cranberry barrel; cranberry crate; berry boxes; bushel and half-bushel lug boxes.

Michigan, Director, Bureau of Foods and Standards, Lansing—Climax baskets for grapes and other fruits and vegetables, baskets and other containers for small fruits and vegetables and berries, and apple barrel.

Minnesota, Commissioner of Weights and Measures, St. Paul—Berry boxes.

Mississippi, Commissioner of Agriculture, Jackson—Has authority to establish standard containers.

Missouri, State Marketing Bureau, Jefferson City—Apple barrel; has authority to establish standard containers.

Montana, Commissioner of Agriculture, Helena—Apple box.

Nebraska, Secretary of Agriculture, Lincoln—Berry boxes.

Nevada, Commissioner of Weights and Measures, Reno—Berry boxes, climax baskets and till baskets.

New Hampshire, Commissioner of Agriculture, State House, Concord; Commissioner of Weights and Measures, State House, Concord—Apple barrel and box; berry boxes; bushel and half-bushel farm-produce box.

New Jersey, State Superintendent Weights and Measures, Trenton—Barrel; cranberry box; fruit and vegetable baskets and boxes; climax baskets.

New Mexico, Local Public Weighmasters—Apple box; pear box; berry boxes on the basis of liquid quart and pint. (Note: Such berry boxes are illegal for interstate shipment, since they fail to comply with the United States standard container act.)

New York, Director of Bureau of Weights and Measures, Albany—Barrel.

North Carolina, Chief Division of Markets, Raleigh—Has authority to establish standard containers.

North Dakota, no laws.

Ohio, Chief, Division of Foods, Dairy, and Drugs, Columbus—Climax baskets, small fruit baskets, hampers, and round stave baskets.

Oklahoma, no laws.

Oregon, State Sealer of Weights and Measures, Salem; State Board of Horticulture, Salem—Apple and pear boxes; berry boxes; cranberry barrel and box.

Pennsylvania, Bureau of Standards, Harrisburg; Bureau of Markets, Harrisburg—Climax baskets; berry boxes; 4-quart till baskets; 6-basket crate; 32-quart berry crate, fruit and vegetable barrel; cranberry barrel.

Rhode Island, State Board of Agriculture, 129 State House, Providence—Bushel and half-bushel lug boxes.

South Carolina, Chief, Division of Markets, Spartanburg—Apple barrel; bushel hamper, 6-basket carrier; 32-quart berry crate; berry boxes and till baskets.

South Dakota, Secretary of Agriculture, Pierre—Fruit and vegetable barrel; berry boxes.

Tennessee, no laws.

Texas, Commissioner of Agriculture, Austin—Four-basket crate; 6-basket crate; folding onion crate; orange box and berry box and crate; hampers; round stave baskets; market or splint baskets; 3 and 4-quart till baskets.

Utah, Commissioner of Agriculture, Salt Lake City—Berry boxes; apple box.

Vermont, Commissioner of Agriculture, Montpelier—Apple barrel and box.

Virginia, Dairy and Food Commissioner, Richmond—Barrel; berry box.

Washington, Director of Agriculture, Olympia—Pear box; cantaloupe crate; apple box; peach box; prune box; berry, cherry, potato, cabbage and watermelon crates; Washington standard cranberry barrel (one-third United States cranberry barrel).

West Virginia, Commissioner of Agriculture, Charleston—Barrel.

Wisconsin, Dairy and Food Commissioner, Madison—Apple barrel; cranberry barrel; bushel crate, box or basket for apples, peaches, and similar fruits; bushel crate for cranberries and blueberries; berry boxes; fruit and vegetable containers of less than 1-bushel capacity to be of the standard capacity of 1, 2, 3, 4, 5, 6, 8, 16 or 24 quarts.

Wyoming, no laws.

FOREST ADMINISTRATIVE ACT PASSES

The Georgia State Senate recently unanimously passed the forest administrative act providing for the creation of a State board of forestry, the employment of a competent State forester, the creation of a system of forest wardens and the necessary machinery for the protection and development of forestry in Georgia. As the measure has passed to House of Representatives, it needs only the governor's signature to become a State law.

The measure provides (a) that a State board of forestry be created consisting of the governor, the State geologist, the State forester and citizens representing the land owners, lumber interests and naval stores interest; (b) that the State board of forestry employ a State forester to handle the forestry program of the State; (c) that the State forester deputize sheriffs, constables, county agents and other persons in the counties of the State to serve without pay as forest wardens; (d) that the board of forestry and the forester shall be supported by an occupational tax placed upon forest products.

This is the first of the forestry measures to pass both houses of the legislature. A companion bill, the forestry contract bill, is awaiting action in the House, having passed the Senate recently.

OLD BREWERY PLANT NOW MUSHROOM FARM

"When the patron of a restaurant in Detroit, Chicago or Cleveland orders a large steak, well done, and smothered with mushrooms, says a recent Louisville (Ky.) trade correspondent, the probabilities are that the mushrooms used in preparing the order were grown here in Louisville.

"For the largest mushroom plantation in the country is located in this city; a plantation which ships daily an average of 500 pounds of the table delicacy, and which this year will ship a total of 300,000 pounds.

"The mushroom plantation is located in the building formerly occupied by the Phoenix Hill Brewery, at Baxter Avenue and Underhill. With the advent of the Volstead Act the brewery was converted into an ice plant. About three years ago it was suggested to Frank Fehr that the plant be used to grow mushrooms.

"So turning from malt and hops to the growing of the more prosaic mushroom, the vaults of the building, formerly used for storing and aging beer, were converted into mushroom beds. These beds were first located in the stone arch vaults, first built for storing beer some 65 years ago, before artificial refrigeration had been introduced."

NO APPLE SHOW IN GRAND RAPIDS THIS YEAR

No apple show will be held in Grand Rapids, Mich., this year in conjunction with the annual meeting of the Michigan State Horticultural Society, according to Secretary H. D. Hootman, of East Lansing. The executive committee of the society has decided to hold the shows every other year instead of annually, believing that better results will be obtained by alternating. An implement show will be held with the meeting this year if present plans are carried out.

LOUISIANA BANKERS MAKE A POINT OF TIMBER PROTECTION

Many Louisiana bankers are making fire protection and reforestation compulsory on mortgaged lands, announces the Forest Service, United States Department of Agriculture. For the purpose of insuring the re-sale possibilities of such property they bind the mortgagor to make every effort to prevent forest fires on his land and to plant trees on waste and cut-over areas.

This practice is being energetically supported by the Louisiana Department of Conservation, and has been taken up by bankers in all parts of the State. It has spread all the more rapidly since the failure of efforts to boom cut-over lands for farming as opposed to timber-growing purposes.

The Louisiana Bankers' Association in April, 1925, adopted the following as the standard forestry clause for insertion in mortgages:

"The mortgagor does hereby further bind himself to put his waste or idle lands not suitable to agriculture to trees and to protect all forest trees and tree seedlings growing on any of the above-described lands, and he further pledges that fires or other destructive agencies will be prevented wherever possible."

BIG FACTORS FOR TRADE ACTIVITY

Three notable facts illumine the business situation as the second half of the year gets under way, says Trade Trends, issued by the Franklin National Bank. One is the extraordinary activity prevailing in a number of important lines. The second is that for even the most depressed industries the lowest ebb of summer reaction is well above that for 1924, and the third is found in the present improving tone of business sentiment.

TIMBER TRACTS PURCHASED

The United States Forest Reserve has disposed of 200,000,000 feet of standing timber, situated in the Oak Creek section near Schnebly, Ariz., to the Arizona Lumber and Timber Company. The company also has purchased 20,000,000 feet of standing timber in the same locality from the State of Arizona.

SWEET POTATO (YAMS) CROP GAINS IN LOUISIANA

Sweet-potato production in Louisiana is being developed on a large scale. Reports from New Iberia, St. Martinsville, Breaux Bridge, Arnaudville, Opelousas and Lafayette, the centers of the principal production area, indicate that Louisiana this year will produce 1,000 carloads of Porto Rican yams. Prices received by the farmer will average $1 a bushel, and shipments are being made throughout the United States, as far as Portland, Ore., on the west, and Pittsburgh on the east. At that price, sweet potatoes are worth a minimum of $100 an acre. The railroads have encouraged the erection of drying kilns, so that the potatoes can be kept when the market becomes heavy.

Louisville Reports Improved Trade Conditions In Cooperage Lines. Cottonseed Oil Prospects Good for Barrel Men

Consumption of barrels and kegs has been quite fair in the Louisville market over the past thirty to sixty days. Slack barrels are better than they were, but still a trifle sluggish. The first crop of potatoes was not much over 35 per cent. of normal, which materially reduced package consumption from this crop. The apple crop in the State is reported as very good this year, and will take some slack packages, and a fair amount of tight barrels, kegs, etc.

The Potato Crop and the Wooden Barrel

Potato growers received $5 a barrel and up for their potatoes, due to scarcity, and this influenced them into putting in a larger than usual acreage to second-crop potatoes, this being one of the few districts in which two crops are grown a year on the same land. The second crop does not take so many barrels for shipping, but a good deal of seed stock held over until spring and summer is barreled.

Flour Mills Running to Capacity

Flour millers have been very busy since the early part of July, and mills are running at full capacity here, with good orders in hand, one mill reporting a file of 110,000 barrels on hand. Unfortunately, most of this flour goes into paper and cotton.

Outlook Good for Cottonseed Oil Products

Prospects are reported as very good in connection with cottonseed oil products. The present cotton crop is estimated at a bit over 13,500,000 bales in prospect, or a good crop, which means that there will be a lot of seed crushed. A recent government report showed 4,604,821 tons of cottonseed crushed for the year ending July 31, 1925, as compared with 3,307,598 tons the previous year, and seed on hand at mills of 33,577 tons as compared with 21,711 tons last year. The 1925 crop should produce as much seed, if not more, than that of 1924, which means fair prospects for tight packages moving into the cottonseed oil refining business.

Tight Stock Price Market

It is reported that cooperage companies are fairly well supplied with barrel staves and heading, and have not been buying much stock of late. There have been a few inquiries out on fifteen-inch gum staves and some inquiry on keg stock. Red oak oil staves are reported to be selling at around $30 to $35 a thousand at mill points, with white oak, $40 to $45; 36-inch gum staves, $30; circled oak heading, red, $35 a thousand; white, $37; gum, $32.

Tight Barrel Price Market

Package prices on a less than carload basis to the small buyers read as follows:

Gals.	Red Oak	White Oak	Spirit	Charred Spirit
1	$ .70	$ .75	$1.00	$1.15
2	.75	.85	1.10	1.25
3	.85	.95	1.25	1.40
5	1.00	1.10	1.90	2.00
10	1.35	1.50	2.10	2.30
15	1.55	1.65	2.40	2.60
20	1.70	1.75	2.80	3.00
25	2.00	2.10	3.15	3.35
30	2.15	2.25	3.25	3.65
45	2.65	2.75	4.25	4.65
50	2.75	2.85	4.25	4.65

Apropos of Car-lot and Less Than Car-lot Orders

In car lots prices vary considerably, it being a question of how badly the producer needs business, size and kind of orders placed, amount of stock on hand, etc. On kegs less than car, prices are about ten to fifteen cents per package higher than in car lots, while in barrels the difference is fifteen to twenty cents a package.

Red oak oil barrels are selling in car lots at $2.50 for 45-gallon size, some houses selling 50-gallon packages at the same price as forty-fives. White oak is around $2.65 in car lots; spirit, from $4.00 to $4.50, and charred spirit, $4.40 to $5.00.

Gum packages are selling at $2.35 in 45 to 50-gallon sizes, in less than car lots; and 15-gallon packages at $1.30 in car lots; and $1.40 in less than cars.

The Slack Stock Market

Prices are not available here on slack staves, heading, hoops, etc., as Louisville is a buying rather than a selling market on such stock and local consumers have not been buying much of anything in slack material of late.

In slack barrels car lot prices are 80 cents for flour, and 85 cents in less than cars, with produce at 65 cents and 70 cents. No other sizes such as one-head produce are being quoted here just now.

Wooden Barrel Should Be to the Fore at the National Canners' Association Convention

A larger convention than usual is in prospect for the National Canners Association and allied organizations in Louisville in January, 1926, lasting through the week of January 24th, as much better hotel facilities are available than was the case the last time the organization met here and when hotel rooms were at a premium. The canners will meet with the National Syrup Manufacturers' Association, National Food Brokers' Association and National Canning Machinery & Supplies Association. Since the last meeting was held here there have been about 1,500 additional hotel rooms developed, as a result of completion of the Brown Hotel, Kentucky, Elks Club and Kosair Temple hotels. The Brown Hotel is owned by J. Graham Brown, of W. P. Brown & Sons Lumber Co., Louisville, which at one time produced staves and heading. There will be a large display of various packages for canners and producers of food products, the displays being in the Jefferson County Armory, which is large enough to take care of all exhibitors.

Bauer Cooperage Co. Large Trade Now Goes to Smaller Concerns

The fact that the big plant of the Bauer Cooperage Co., at Lawrenceburg, Ind., a few miles out of Cincinnati, Ohio, is no longer in operation has resulted in somewhat better markets for remaining tight cooperage houses, as the old Bauer company was a large producer and handled a lot of business in its day. The company has been in the hands of a receiver's committee for some months past, and it is understood the plant will be dismantled.

General Business Outlook Better Than For Some Time

L. H. Wymond, Jr., of the Chess & Wymond Co., reported that cooperage demand was gradually picking up among the consumers of tight cooperage and that general outlook was better than for a long time past. The company is running on a much better schedule of production.

Tight Barrel and Keg Demand Shows Increase

J. N. White, Louisville Cooperage Co., reported improved demand and fair activity in both the keg and barrel departments, while the slack barrel division has been somewhat busier than it was.

Trade Picking Up—Outlook Promising

A. Herb, of the Louisville Tank & Barrel Co., stated that the company was producing a fair volume of tight cooperage at this time, and that business was picking up, general conditions being quite promising.

Lumber Co. Acquires Cooperage Plant Site

The J. D. Hollingshead Co. recently sold its old plant site in Louisville to the Roth Lumber Co., which will use it as an addition to its adjoining lumber yard and mill. This closes argument as to whether or not the company would rebuild its burned plant which burned last winter. The company owns another local plant, which it leased shortly before the fire and which is under lease for some time to come. Such business as is being handled about Louisville is being handled direct from the Thebes, Ill., plant.

Changes in the Personnel of the Chess-Wymond Co.

Several changes have been made recently with the Chess & Wymond Co., L. H. Wymond, Jr., who spent two years at the Holly Ridge, La., plant, and who has been in the North Carolina territory as salesman for some time, having come back to Louisville, where he is now connected with the sales department. Gilbert Wymond, who was formerly connected with the southern operations, and who has been at Louisville for some time, has returned to Jackson, Miss., where he is now with the Graham Stave & Heading Co., one of the subsidiary companies.

William A. Watts, chairman of the board of directors of the Chess & Wymond Co., Louisville; Chess & Wymond Co., of Louisiana, and Graham Stave & Heading Co., the latter two companies being subsidiaries of the Louisville company, but all three Kentucky corporations, has resigned all active connection with the parent company, but continues for the time being as chairman of the boards of the Graham Stave & Heading Co., and Chess & Wymond Co., of Louisiana. The office of chairman of the board of the parent company will be abolished, William I. Wymond being president.

PROSPECTS FOR HEAVY WHEAT CROP STIMULATE MANY NEW CANADIAN INDUSTRIES

In its latest estimates of the total Canadian wheat crop at 375,404,000 bushels and of the oats yield at 446,337,000 bushels, the Dominion Bureau of Statistics, Toronto, Ont., has approached more nearly to the confident expectations of the Western Provinces as expressed both in figures and in business expansion.

The Westerners themselves are still hoping for 400,000,000 bushels of wheat, a total that may easily be realized if cooler weather and plentiful showers prevail on the prairies for the next ten days. In many districts where the grain has already been cut the yield is proving so much greater than expected that there has been little buying by dealers on the Winnipeg Grain Exchange in the last few days.

Since wheat in the Calgary district is yielding from 20 to 35 bushels to the acre and averaging 20 bushels near Edmonton and running up to 30 bushels an acre in the Athabasca district, millers are delaying the placing of their orders until crop returns come in.

Owing to drought and extreme heat, however, the whole crop has not fulfilled the unusual promise of early June. Yet its condition has been sufficient to justify the West in using its money from last year's harvest to buy more than double the value of farm implements purchased the year before and to pay off more of its notes and mortgages than in any of the prosperous years during the war.

Building, both on prairie farms and in prairie towns, has absorbed more British Columbia lumber during the last two months than ever before in the same length of time, Winnipeg alone spending $1,000,000 a month since spring for new buildings.

Beet-Sugar, Alcohol, Salt, Fertilizer and Other Plants Going Up

The assurance that its basic industry of agriculture would bring the farmers more than average profits this year has encouraged the West in establishing many new industries, including two pulp mills in Manitoba, a beet-sugar factory in Southern Alberta, alcohol plants, a sodium sulphate mill, salt factory, fish oil and fertilizer plants, electric power development, new creameries and vegetable canneries.

Consequently the official crop estimates of the federal government, computing the wheat yield at more than 113,000,000 bushels greater than last year's harvest, appear to justify the optimism that the West has shown ever since the seed showed itself above ground.

WEIRTON STEEL PLANS $10,000,000 ADDITIONS

Completion of plans for extensive additions to the plant of the Weirton Steel Company, Weirton, W. Va., to cost $10,000,000, has been announced by J. C. Williams, vice-president and general manager of the company. The enlargement program includes the building of loading and unloading docks, the addition of forty-five by-product coke ovens, a new blast furnace and tube mill and increases the open hearth department.

Work will be started, Mr. Williams said, on the return of C. H. Hunt, chief engineer of the concern, who is now making an inspection of the Stinnes and Krupp plants in Germany. Four years will be required to complete the enlargement project which, Mr. Williams said, will increase the annual capacity of the Weirton plant to 550,000 tons of pig iron and the open-hearth department to 800,000 tons.

GOLD PRODUCTION SHOWS INCREASE

Gold production in the United States and its possessions during 1924 was 2,528,900 ounces, valued at $52,277,000, the largest total in any year since 1919. It was $543,000 greater than the production during 1923.

Silver production for 1924 was 65,407,186 ounces, worth $43,822,814, or 7,930,784 ounces less than the 1923 production.

Bureau of the Mint, Washington, figures issued recently, showed California, which turned out 633,021 ounces of gold, worth $13,085,700, was the leading State in gold production, while the Montana silver output, 13,688,728 ounces, worth $9,171,447, was larger than that of any other State.

The Philippine Islands were credited with gold production of 82,562 ounces, valued at $1,706,700. Colorado gold production was 420,858 ounces, worth $8,699,900, while Alaska gold production was 303,553 ounces, worth $6,275,000.

TO ADVERTISE NEW ORLEANS

Under the leadership of Mayor Behrman, a three-year advertising campaign has been developed for New Orleans through the Convention and Publicity Bureau. It will spend $100,000 a year. The board of directors comprises business and commercial leaders of the city.

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BETTER BUSINESS LOOMING

The conditions of the major industries of the country—those industries whose activity or lack of it has a governing influence on general prosperity—are in the case of the greater number of them, very satisfactory at present and highly encouraging for the immediate future.

Agriculture, the railroads, the steel trade, the general building industry and other determining factors in the country's business, are all enjoying a measure of prosperity, which must necessarily be reflected throughout innumerable lines and trades which directly or indirectly react to their domination. By reason of the broad contact which the cooperage industry maintains with the numerous other trades constituting the American business family, it is "sensitive" to a marked degree, and a period of activity or dullness in any of the country's major lines is almost immediately registered on the barometer of the cooperage trade, which can detect with remarkable accuracy the ebb and flow of national commerce.

For the first six months of the current year, this figurative barometer registered a rather squally state of weather, but in the past sixty days it has been rising steadily, and it is to be hoped that when the incoming tide of business is at the flood, the cooperage manufacturers and producers will have placed themselves in a position to reap the full benefit which the situation will afford. The coming year will see the marketing and consumption of an unprecedented volume of commodities, which will of necessity call for a commensurate volume of containers for their delivery.

This container business will be sought and solicited by an army of competitive manufacturers. Wooden boxes, fiber and paper containers, bags of numerous styles and types, steel packages, and containers of every imaginable character will be offered in competition with the time-tried wooden barrel, and the fight for preference will be a merry one—*unless* the cooperage industry is prepared to deliver barrels of material and construction in conformity with the highest standards of quality, and at a price truly representative of their worth to the consumer.

There is no question as to the superiority of the barrel as a container for a long list of commodities, and there is no question as to the willingness of responsible manufacturers to pay such a price for barrels as will yield a fair and reasonable margin of profit to the producer; however, this *fair* profit to the maker of the barrel must be computed on *reasonable* profits to the manufacturers of the various items of stock from which the barrel is assembled, and to this end there must be close co-operation among all branches of the industry, so that the interests of each may be protected, and the consumer served to his benefaction.

SPECTACULAR MOVING OF FAMOUS BOXWOOD TREE

A strange caravan moved over the West Chester Pike, through the outskirts of Philadelphia and out the Lincoln Highway August 23d.

It moved only at night and very slowly, too. And, as it passed, Shakespeare's "Macbeth" and the moving of Birnam Wood to Dunsinane came to the minds of those who saw it.

It was the traditional "Rockefeller" Old English boxwood tree being moved from the historic farmhouse, just off the Baltimore Pike, near West Grove, Chester County, where it has stood for the last 200 years or more, to the old Joseph Bonaparte estate at Bordentown, N. J., now owned by Harris Hammond, a son of John Hays Hammond.

The Rockefeller boxwood is the largest plant of that species in the world. While the average boxwood tree seldom grows to more than seven or eight feet in height, this tree rises to more than 14 feet, with a spread of nearly a hundred feet.

Tradition has it that John D. Rockefeller, motoring through the Chester County countryside, noticed the gigantic boxwood and, impressed with its size and grandeur, offered to buy the tree from the owner of the property, paying $1,000 as an option.

But in those days there were no ways of transporting giant trees and shrubs and so the millionaire was forced to forego his option.

New and ingenious methods of transporting the tree had to be devised before it could be moved from West Grove to Bordentown. A special dray, some 40 feet in length and raised less than a foot from the ground, was constructed to carry the tree.

Three five-ton motor trucks were required to haul the dray, flanked front and rear by two small cars and with a bodyguard of men with red lanterns walking alongside.

Travel in the daytime was impossible because of traffic congestion. The tree itself took up more than half the roadway. And on a narrow road the entire thoroughfare was blocked. When the caravan passed through the outskirts of Philadelphia, suburban police rode ahead to clear the right of way.

Boxwood has long been the most cherished plant of the British Isles. And being a cherished plant, it is not surprising that the early colonists, upon leaving their native shores to come to America, should have brought cuttings of the plant with them.

For that reason it is logical to believe that Old English boxwood now growing in this country was planted here by early English settlers. It is only to be found in those sections where the English colonized—in Pennsylvania, New Jersey, and so on down to the Carolinas. The rigor of the New England winters is thought to be the reason why it has not thrived in that locality.

At Bordentown Mr. Hammond is laying out his estate with one of the largest and finest collections of old English boxwood in the country.

When Joseph, the older brother of Napoleon Bonaparte, erstwhile King of Naples and Spain, left France in exile, after the Battle of Waterloo, he made his home in Philadelphia, first in a house on South Ninth Street and later in the Stephen Girard house at Twelfth and Market Streets. That latter place became a meeting place for the Bonaparte adherents in America.

Bonaparte's desire to lead the life of a country gentleman rather than to carry on a royal court led him to seek an estate where he could lead a quiet and peaceful existence. Being confronted with the fact that the laws of all States at that time prevented foreigners from owning property, he induced the State of New Jersey to pass necessary legislation to allow him to buy and develop the estate known as Breeze Point, on the banks of the Delaware River at Bordentown.

PINE INSTITUTE FORMED

Permanent organization of the Pine Institute of America was formed in Pensacola, Fla., July 28th. The following day official announcement was made of the incorporation of the organization. The first board of trustees selected to hold office until a regular election by all members can be held consists of: H. H. Wefel, Jr., Mobile, Ala.; O. A. Cosner, Chicago, Ill.; R. M. Newton, Brooklyn, Miss.; John H. Pace, Jacksonville, Fla.; J. C. Nash, Savannah, Ga.; J. T. Skelley, Wilmington, Del.; O. H. L. Wernicke, Pensacola. The temporary offices of the organization will continue to be at the office of the Pensacola Tar & Turpentine Company.

The Pine Institute of America is an organization without capital stock and is not for profit. Its purpose is to found and conduct upon scientific principles an engineering and chemical institute, which shall serve and advance the interests of owners of cut-over lands and the producers of gum spirits of turpentine and rosin, also of factors and dealers handling the same. It will also gather and disseminate all information that may be of value to the producers, dealers, distributors and consumers of naval stores and to do all of those things for the industry in general is impossible of accomplishment without an organization of such a character. It is expected that at a meeting to be held in the near future, a thoroughgoing organization will be started.

NEW VARIETY OF APPLE ATTRACTS FRUIT MEN

Fruit men and horticulturists from all parts of the United States visited South Jersey on August 31st to see the $6,000 apple bud-sport found on the farm of Louis Mood, Mullica Hill, N. J.

Stark Brothers' Nursery Company, of Louisiana, Mo., paid that sum to Mr. Mood for the royalty rights to propagate this new fruit that has developed on a Stark Delicious tree. This new sport is considered so valuable that a heavy frame covered with wire has been constructed over the tree to keep all intruders from taking cuttings from this particular limb. So valuable is this tree that Mr. Mood has kept a close watch over it all the time since its discovery until the present time. Experiments conducted over a period of years have convinced the owner and the Stark Nursery Company that they considered the time ripe to introduce this new fruit or variety to the world.

The speakers for the day included former Secretary of Agriculture Meredith, Governor Silzer, of New Jersey, Governor Baker, of Missouri, and W. S. Brown, horticulturist, of Oregon.

NEW JERSEY FARMERS LOOK TO APPLE CROP TO COVER OTHER FRUIT LOSSES

Reports duly received advise that South Jersey farmers are discouraged over the prices received for fine fruit and vegetables shipped to the markets within the radius of 200 or 300 miles of the producing sections. There is no commodity that is paying a profit after allowing for the cost of the packages and the transportation charges.

Large amounts of fancy egg plants, corn, tomatoes, beans, apples, peaches and cantaloupes have not sold for enough to pay the shipping charges, and the commission merchants have sent bills to the farmers for money to pay the expenses.

The quality of most of the produce is exceptionally fine and the prices are much lower than a year ago. Reports coming in to the fertilizer companies are that the farmers will not have enough money by the first of September to pay their bills. Indications are that to protect themselves the fertilizer manufacturers in South Jersey will ask that all fertilizer be sold for cash or its equivalent. Some of the dealers are now carrying two years' bills, and with the third poor crop year there will not be much to pay on the 1925 bill.

Apples, peaches and sweet potatoes are the three big crops yet unharvested on which the grower can hope to make up any possible shortages, unless the market should take a sudden spurt and prices double their present level. Indications are for a big apple crop.

BETTER FRUIT QUALITY, DELIVERED AT REASONABLE PRICES, WOULD GREATLY EXPAND EUROPEAN TRADE

Edwin Smith, market specialist of the Department of Agriculture, returning recently from Europe, where he surveyed marketing possibilities, declared the European market for American fresh fruit could be expanded if American growers would produce better quality in adequate quantity and deliver the product in better condition at reasonable prices.

The taste of the European for fresh fruit is just as great as that of the Americans, he declared, but the lack of development of refrigerated transportation makes fruit available in Europe only a short time as compared with the United States.

"Present indications," he said, "are that Europe will absorb as many American and Canadian apples this year as last, although the English apple crop is better than last year.

"A heavy crop of apples in Nova Scotia will somewhat offset Virginia's shortage, while in boxed apples British Columbia's reduced crop will ease up on the competition of the Pacific Coast States.

"One of the topics of conversation among members of the fruit trade of Great Britain relates to the tremendous strides made during the last year by grapefruit in the British Isles. It jumped from one of the rare exotic fruits, seen only in large centers, to a regular article of trade.

"Were American producers to get behind it with a continued educational program, it seems certain that grapefruit might be absorbed in European markets in large quantities."

ALABAMA PLEASED BY INCREASED INDUSTRIAL ACTIVITY

Report from Mobile, Ala., under date of August 18th, says: "The industrial districts of the State of Alabama are beginning to feel the effects of previous material inquiries and those plants now producing are assured of steady activity, while new industries, soon to be completed, will find steady business. There is no doubt that more industries and greater output will be necessary to meet the demand coming into sight.

"The factors in the industrial developments of this State are coal, pig iron, steel, Portland cement and lumber. The coal production will, through natural causes, take on an impetus, the cooler months of the year about to set in, the time of the year for greater activity on the part of the fuel-consuming industries. On top of this there is possibility of the strike in the anthracite district.

"Alabama mines will be able to produce between 50,000 and 75,000 tons more coal than at present, but there is no idea that that much coal will ever again be necessary in an emergency except another war.

"The need for more coal next year will also be felt by reason of additional by-product coke ovens. The Woodward Iron Company is rebuilding forty of its ovens. These will be provided for in the new coal shaft being sunk now, known as Crockard Mine No. 5, which when fully developed, will have a daily output of about 5,000 tons. The Republic Iron and Steel Company before the end of this year will have a new by-product plant of fifty-seven ovens and the coal will come from old and new mines of the corporation in the vicinity of Sayreton and Republic.

"The Tennessee Coal, Iron and Railroad Company and the Sloss-Sheffield Steel and Iron Company will have completed the building of a railroad in connection with leases made with the Louisville & Nashville Railroad, which will handle their own coal from the western part of the country to the by-product plant at North Birmingham. In addition to this, a wider territory is being built up for Alabama coal, including some export business.

"One of the big factors in the industrial section of the State is Portland cement. The manufacture of this product is at capacity and there is steady shipment in all directions. Another industry making progress is that of blast furnace slag, this development being extraordinary for the reason that a few years ago this product was considered a waste material. Now slag is very valuable and is being used in various directions.

"Clay products are also in strong demand. L. L. Stephenson, one of the older and larger manufacturers of brick, in reporting the extremely active demand for brick, stated that a steady business was more preferable. He is constructing a plant in Walker County. Other clay products which are in demand are sewer pipe, septic tanks, tile work, flues and whatnot—the plants on this product having as much to do as possible."

HIGHER FLOUR PRICES HIT EXPORT DEMAND

Advise from Oklahoma City, Okla., August 10th, says: "Flour price advances over the Southwest in the first week of August had the immediate effect of frightening Latin-American importers out of this market and of causing European importers to withhold orders here until they were further advised as to the condition of the spring wheat crop in the United States.

"Advances of prices, averaging 40 cents a barrel on all grades of flour in Oklahoma, had the opposite effect on domestic trade, and millers had one of the best weeks of the summer in their dealings with jobbers and country merchants. Jobber buying was largely in orders for 200 to 300 barrels for shipment within sixty days. Country merchant trade increased in about the same proportion, with demands largely for cars of mixed flour and mill feed.

"Millers observed another mark of return to average normal conditions in the receipt of shipping instructions under orders placed early in July. These orders came in satisfactory numbers, particularly from jobbers. They were slow to come, however, from bakers. The backwardness of bakers and a light export business were principally responsible for an acute shortage at the mills of mill feeds."

LOWER CROP YIELDS DESPITE INCREASED AREA

Despite an increased area of 2.3 per cent. planted to principal crops this year, total production was estimated in August by the Department of Agriculture as 3 per cent. lower than last year, due to decreased yields per acre.

But for the increased area, officials said, there might have been a serious crop shortage in the United States.

Yields per acre showed a reduction for all principal crops of 6.4 per cent., compared with the ten-year average, and 4.5 per cent. under last year's crop. Prospects for yields, the department said, had not been so low at this time of the year in the last twelve years, with the exception of 1921. The decrease was attributed mainly to drought in the corn belt and southwestern States.

The only crops showing increased yields per acre were given by the department as spring wheat, which is expected to run more than the five-year average yield per acre by about one-tenth of a bushel, and a few special products, such as citrus fruit, olives, sugar cane, buckwheat and vegetables.

Cotton showed a reduced yield per acre of 9 per cent., compared with the ten-year average; tame hay, 16.3 per cent.; corn, 0.9 per cent.; oats, 3.2 per cent.; potatoes, 3.5 per cent.; tobacco, 6.1 per cent.; sugar beets, 9.93 per cent.; apples, 11 per cent.; barley, 1.7 per cent., and flax, 1.2 per cent.

States reporting yields per acre lower than the ten-year average included Pennsylvania, with 98.2 per cent. of the average, and Delaware, with 91.2.

PAINT TRADE READY FOR ACTIVE SEASON

Preparations are being made by the paint trade for a renewal of activity at the end of the summer, retail trades being very quiet at present and manufacturers busy with filling contracts. Prices have remained fairly stable and there is no reason to look for any major fluctuations.

Volume of business received by Philadelphia manufacturers has been quite satisfactory. With no apparent slackening in the demand for new houses and applications for permits holding well up to the average, the industry as a whole is extremely optimistic, despite the present lull.

Primary markets reflect the quiet in consuming channels to some extent, although a fair volume of business is passing. The larger consumers are about covered on early fall requirements, but nibbling on later contracts indicates that the resumption of active trading is not far distant.

CEMENT CONCERNS IN A $12,000,000 MERGER

Merger of the Security Cement and Lime Company with plants at Hagerstown, Maryland, and Berkeley, W. Va., and the Helderberg Cement Company, with a plant at Howes, near Albany, N. Y., through the formation of a new corporation to be known as the North American Cement Corporation, with assets of more than $12,000,000, was announced from New York under date of August 15th.

Frederick W. Kelley, for twenty-five years executive head of the Helderberg Company, will be president of the corporation, and Loring A. Cover, for fifteen years president of the Security Cement and Lime Company, will be vice-president. Nicholas F. Brady and Robert C. Pruyn are on the Board of Directors.

Capitalization of the new company, upon the completion of the financing to be announced shortly, will consist of $6,000,000 outstanding sinking fund gold debentures, series A, 6½ per cent., with detachable stock purchase warrants; $3,500,000 outstanding shares of 7 per cent. cumulative preferred stock of $100 par value, and 125,000 outstanding shares of no par value common stock. A large part will be given in payment for plants.

ESTIMATES OF THE 1925 APPLE CROP IN THE BARREL STATES

The territory lying between the Atlantic Ocean and the Rocky Mountains, commonly termed the barrel-apple-producing district of the United States, will, in all probability, not produce as many commercial apples as were harvested last year. Statistics and information available at this time indicate the commercial production in the barrel States will fall short of last year's crop by nearly 3,000,000 barrels. This does not mean, however, that a satisfactory crop will not be produced. On the contrary, reports from some States in that group are to the effect that the commercial production will exceed that of last season. Perhaps the greatest reduction will be found in the southeastern States, where the crop was badly damaged by hail and drought during May and June. Going farther north, conditions are better and the crop compares very favorably with the production of a year ago.

In the Ohio Valley, and including Michigan, conditions appear to be better, Michigan ranking seventh in the United States in commercial production this year. West of the Mississippi, early estimates place the crop below that of last year, the crop in Iowa being considerably smaller. Missouri is about the only State in this group showing an increase over a year ago. The central western States as a whole, however, will have a commercial production not far below that of last year.

INTEGRATION MAY AID OIL INDUSTRRY

Writing interestingly and enlighteningly upon the oil industry, a Chicago correspondent to the Philadelphia *Public Ledger* says:

"We have commented frequently in recent days on the vacillating fortunes of the oil industry. Just now the philosophy of the industry is changing more rapidly and more markedly than its income statement.

"Until five years ago the industry was quite thoroughly disintegrated. The producer, the refiner, the tank-car company, the jobber and the filling station were distinct units, each keeping out of the other's activity for reasons of policy and profit. The first deviation from this policy was the example set by the Standard Oil Company, and followed by other large companies in installing their own filling stations. Then came the tendency of some of the large refiners to control their own production, maintain their own tank lines and tank cars and carry the oil from the ground to the carburetor.

"Against this tendency there has been quite concerted protest on the part of a majority of independent operators in almost every department of the business. Now, and almost suddenly, there is something akin to a consensus that the ills of the industry may be cured by integration. This appears to be confession that the ancient theories were all wrong; that the Standard Oil Company has shown the way to efficiency, conservation and profit, and that the most successful competition with them will be the emulation of them.

Moves Tell the Story

"Two recent moves on the part of the independents tell the whole story, although they are but typical of developments all over the country. Almost every oil association has begun to advocate that combination and integration is the salvation of the business.

"Just now independents are proposing to themselves two important steps toward operation of refineries by associations of independent marketers; the other purposes a clearing house of independent jobbers, whereby the whole countryside may be dotted with their filling stations and every car owner given the opportunity of buying of them through coupon books and obtaining quantity discounts such as have recently been announced by the Standard.

"The oil industry has a number of interesting peculiarities. In the first place, it is the only business that comes to mind in which the buyer has everything to say about the price of his crude supplies. In the second place, it is an industry in which all departments are seldom profitable and almost never prosperous. When the producer is in clover the refiner is scratching to show a profit, and, despite the usual habit of a fixed margin of profit for retailers, many marketers have had unfortunate earnings experiences in the last two years.

Industry Is Overbuilt

"Few industries are as thoroughly overbuilt as that of refining petroleum. Every new refinery built would seem to be an inexcusable economic waste. It is hoped that some way will be found whereby those marketers and distributors who propose to enter the refining business may fill their needs by buying existing refineries, rather than by constructing new ones, although so much progress is being made in the cracking of crude oil for gasoline that equipment rapidly goes in obsolescence.

Accounts for Market Performances

"This changed philosophy on the part of the business and the uncertainty as to what new trends may develop are as accountable for the recent market performance of oil securities as any thing that balance sheets and income accounts might reveal.

"As to the marketing problem, it would seem logical that there should be a closer working arrangement among independents—logical for many reasons. One of the ills of the industry has been the fear its executives have had of the legal reaction to association in self-interest. It is quite logical that the buying public, having had a taste of the economies of buying in bulk, and obtaining rebates for quantity purchases, should prefer to do business on that basis, and few independents have so many and so widely scattered filling stations that of themselves they are competent to meet this new trade practice."

MAYS MFG. CO. RESUME OPERATIONS

The Mays Manufacturing Company's plant at Leslie, Arkansas, has resumed operations and is again busy turning out their special grade of stock.

CAPACITY RUNNING TO MEET STAVE DEMAND

Owing to the present demand for staves, manufacturers in and around Marshall, Arkansas, are pleased to report the necessity for running their plants to capacity.

PULSE OF THE TRADE

GENERAL BUSINESS IS ON A SOUND FOUNDATION

The United States Bung Mfg. Co., Cincinnati, Ohio—Business in general seems on a sound foundation. Inquiries are a little more frequent and likewise quantities gradually increasing when orders placed especially for spiles, dowels and compressed poplar bungs. Trade seems very optimistic for fall business on a larger scale. We are always with the Journal in its working for more business.

NAIL AND STAPLE BUSINESS CONSIDERABLY GREATER THAN 1924

The George W. Stanley Co., Belleville, Ill. We beg to say that the volume of business in nails and staples with which our friends have favored us is considerably greater this year than in 1924. With the busy season just ahead for the apple barrel trade we are certain that this branch of the cooperage business will show much better than last year.

LOOKS FOR GREATER ACTIVITY IN THE COOPERAGE BUSINESS

R. E. Traver Estate, Montezuma, N. Y.—Trade with us has been somewhat dull during the summer months, but it has shown some increase in the last fifteen days. We believe that there will be greater activity in the cooperage trade during the next six months.

APPLE BARRELS ARE BEGINNING TO MOVE

Virginia Barrel Co., Winchester, Va. Favorable weather during July has made the apple crop prospects look somewhat brighter. Apple barrels are beginning to move now, but at a price allowing no margin for the cooper. Business in other lines than fruit barrels is picking up and we look forward to a good fall season.

SEPTEMBER WILL SEE TRADE IMPROVED

R. H. Small, South Harwich, Mass.—August is the poorest month in the year with me. Next month, however, business will improve, and then I expect to be about as busy as usual. I have recently placed orders for stock.

SATISFIED THAT COMING MONTHS WILL BE GOOD FOR SECOND-HAND BARREL TRADE

United Barrel & Bag Co., S. Lakam, Manager, Milwaukee, Wis. Although the second-hand barrel business has been fluctuating during the past months, one month good and the next slow, we have, however, managed to get enough orders while trade was good to make up for the slow months. Therefore we can say that we have enjoyed a very good business, and we will be more than satisfied if trade during the rest of the year is as good as it has been until now. In fact, we expect the balance of 1925 to be good for the second-hand barrel men.

COMING MONTHS WILL BE PROFITABLE ONES FOR STAVE MANUFACTURERS

Turner-Farber-Love Company, Leland, Miss. We have booked a larger volume of stave business during the past two weeks than we have in any similar period in the last ten months. Prices are not so good, but they are better than they were six weeks ago. We believe business is fast getting into a healthier condition, and hope for a profitable business the last three or four months of this year.

LATE APPLE CROP WILL INCREASE BARREL DEMAND

C. O. Thorn, Milton, N. Y. The demand for barrels is light at present, as all of the early peas and apples are shipped in baskets and boxes. Expect better demand when late crop of fruit is harvested.

CANADIAN COOPERAGE TRADE SLOW

Henry A. Thorndike, Newport, R. I., writing from Montreal, Canada, says: "I have been on a business trip in Canada. I see no improvement in cooperage business impending. Oils are not selling and buyers want barrels as good as new, for a few cents, to put pitch in.

Nebraska City (Neb.) Cooperage Company reports loss in apple crop will effect Nebraska barrel demand.

HAVE ALL THE BUSINESS THEY CAN HANDLE

Springville Heading Co., Springville, Tenn.—We are glad to state that business has been good with us so far this year—we have had about all we could do. No big rush but a fair volume. Prices are lower than should be, which takes close figuring to keep from showing up on the wrong side of the ledger. We expect no great improvement in the demand of cooperage stock in a general way the remainder of this year, but as usual, there will be a few late buyers with rush orders from now until the close of the fruit season. We believe that the demand for cooperage is on the incline, each year showing an increased demand over the preceding one. We want to buy a log haul-up chain, second-hand, and will need about 200 or 300 feet.

LOOK FOR TRADE AND PRICE IMPROVEMENT WITH FALL BUSINESS

Seaman & Hunter, McMinnville, Tenn.—Business with us has been quiet for the past few months. We are looking for quite an improvement as to demand and prices this fall. We are making a few staves.

THINKS BUSINESS WILL CONTINUE TO STEADILY IMPROVE

The Wm. Cane & Sons Co., Ltd., Newmarket, Ont. Would state that we find trade very quiet, and securing of orders requires continuous attention and extra pressure. We are, however, of the opinion that conditions are improving and will steadily continue to improve. At the moment we have no want in the way of equipment, etc., in fact we have idle equipment that perhaps if others were not as quiet as we are we might be willing to dispose of.

CHEMICAL TRADE IS OPTIMISTIC AS TO FUTURE DEMAND

Steady position of the general chemical list, combined with higher prices for denatured alcohol and menthanol, caused a gain in the monthly weighted index number of chemicals. It registers at 111.67, as against 110.97 for July 15th and 110.22 for a year ago, *Chemical and Metallurgical Engineering*, New York, reports. In the present year to date call for chemicals has been more even and regular than in 1924.

Buying is beginning to take on larger proportions and interest in forward positions is expected to heighten in the coming month. The hot weather period has been unusually free from price-cutting selling. General business is expected to fare well in the latter part of the year and the combination of conditions speaks well for the future of the chemical industry, all of which reporting should prove encouraging to the cooperage man.

COTTONSEED CRUSHINGS INCREASE

Cottonseed crushed in the cotton year of 1924-25, which ended July 31st, amounted to 4,604,821 tons, compared with 3,307,598 tons for the previous year, and cottonseed on hand at mills July 31st totaled 33,577 tons, compared with 21,711 tons a year ago, the Census Bureau, Washington, D. C., announced August 19th.

Cottonseed products manufactured during the year and on hand July 31st were announced as follows: Crude oil produced, 1,403,665,011 pounds, compared with 979,617,065, and on hand, 5,103,253 pounds, compared with 4,052,703.

Refined oil produced, 1,276,068,402 pounds, compared with 862,333,994, and on hand, 174,830,499 pounds, compared with 106,799,632.

Cake and meal produced, 2,125,135 tons, compared with 1,517,859, and on hand, 20,589 tons, compared with 41,620.

Linters produced, 897,555 bales, compared with 941,030, and on hand, 20,764 bales, compared with 53,410.

Exports of cottonseed products in the year totaled: Crude oil, 23,282,732 pounds, compared with 24,512,813; refined oil, 30,023,385 pounds, compared with 15,051,584; cake and meal, 457,277 tons, compared with 124,941, and linters, 190,648 bales, compared with 116,144.

DEMAND FOR MACHINE TOOLS BESPEAK MANUFACTURING ACTIVITY

The unusual machine tool business reported from industrial centers in the last few weeks appeared to have reached the peak in the week ending August 18th, *American Machinist*, New York, reports. There was no recession, but absence of new orders in any volume was noticeable. Orders for special high-production machines were more frequent and demand for machines of the standard types was more active. The Mid-West retained its leadership, with Detroit reporting increased activity.

BIG ORIENT FLOUR ORDERS

Report from Seattle, Wash., says: "Demand for flour from Hongkong and Shanghai has been very heavy on the west coast. Canadian mills have completed sale of 55,000 tons of flour to Japan for Chinese account with 8,000 tons of wheat. Hongkong has cabled mills to load out the 200,000 bags sold in June and is in the market for more. Washington wheat is 8 to 12 cents too high for the Oriental and European buyer. Exports of wheat from Russia to the United Kingdom and Continental Europe are believed responsible for the slack interest shown by Liverpool in the western American markets.

CANADA IS OFFERING SOME BIG TIMBERLANDS FOR SALE

The Toronto Department of Lands and Forests, Toronto, Ont., is offering for sale over 9,000 square miles of timber lands, 6,394 of which is in the Thunder Bay district, extending in the southern extremity to within thirty miles of Port Arthur. Other stands on the market, for which tenders are to close September 10th, are watersheds of the Kapuskasing, Mattigame and Ground Hog Rivers, in the Cochrane district.

TO DRILL FOR OIL IN ALASKA

With complete equipment and supplies for drilling for oil in the Yagataga fields of Alaska, a party of geologists and drillers of the General Petroleum Corporation recently sailed from Portland, Oregon. The corporation has ten permits under which to operate. There are a few producing wells near Katalla owned by an English company, and it is believed probable that large developments may be expected in oil in Alaskan coast regions.

BIG WHEAT CROP SHOULD BENEFIT FLOUR BARREL MANUFACTURERS

Sowing to 46,411,000 acres of winter wheat this fall is indicated, the Department of Agriculture announced August 18th, on the basis of reports from 24,000 farmers stating their intentions as of August 1st.

That area would be an increase of 4,094,000 acres, or 9.7 per cent., over the area sown last fall, and 38.2 per cent. greater than the average annual fall sowing in the pre-war years 1913 to 1919.

Should the indicated acreage be planted and the crop sustain only average annual abandonment of the last ten years, 12.9 per cent., it would leave about 40,424,000 acres to be harvested next summer, the department stated. That would be 23.2 per cent. more than the area harvested this summer, which was 32,813,000.

The largest percentage of increase, as shown by the intended plantings reports, is that of Missouri, where indications point to 30 per cent. more acreage than sown last year. Nebraska is the only one of the more important winter wheat States where reports show a smaller acreage than last year is intended. A decrease of 2 per cent. is indicated there.

The increase over last year in other important States follow: Pennsylvania, 5 per cent.; Ohio, 5; Indiana, 13; Illinois, 15; Michigan, 22; Kansas, 4; Texas and Oklahoma, 10; Colorado, 5; Washington, 3, and all other States, 16.

Last year's intentions to plant reported in August, placed the area to be sown last fall as 42,919,000 acres, while the actual sowings, as reported in December were 42,317,000 acres. The abandonment last winter was 22.5 per cent.

Intentions to plant rye this autumn indicate an increase of 21.0 per cent. over last autumn.

SUSPENSION OF LIVESTOCK RATES GOOD FOR PACKING TRADE

Proposed new schedules cancelling through joint rates on live stock from Texas points to Cincinnati, Indianapolis, Louisville and certain other related points east of the Mississippi were ordered suspended by the Interstate Commerce Commission today from August 20th to December 18th.

The proposals would have resulted in the application of class or combination rates which would have increased the transportation charges from 3 to 13 cents per hundred pounds.

The commission will hold hearings on the fairness of the new schedules, which involve all the southwestern carriers. Protest against them was entered by the Southwestern Cattle Raisers' Association, of Fort Worth; the Southeastern Livestock Association, of Louisville, Ky., and the Louisville Board of Trade.

Neal West and associates recently closed a deal for the purchase of the property of the West Bay Naval Stores Company, at Panama City, Fla.

Struthers-Ziegler Cooperage Co.

SLACK BARREL MATERIAL

1314 LAFAYETTE BLDG. **DETROIT,** MICHIGAN

COLLETON
MERCANTILE and MANUFACTURING COMPANY, Incorporated

Manufacturers of

Kiln-Dried Pine and Gum Heading 18" Champered and Crozed Keg Staves

OUR STOCK Conforms to the Highest "QUALITY" STANDARDS

Cut Clean Dried Thoroughly
Shipped Promptly

RAVENEL, SOUTH CAROLINA

Slack Cooperage Stock

does not present a great diversity of sizes, types or styles, but it does offer a wide range in ***quality.***

Every shipment made by us is ***guaranteed*** to be strictly in accord with the specifications of the order.

"Our established responsibility is your protection"

Henry Wineman, Jr.
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Why do people who want good Cooperage Stock instinctively turn to

THE OZARK COMPANY
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?

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WHEN WRITING TO ADVERTISERS, TELL THEM THAT YOU SAW IT IN "THE NATIONAL COOPERS' JOURNAL."

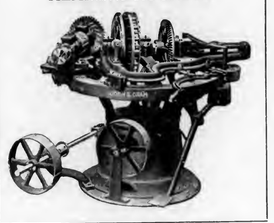
IF IT IS **ORAM'S** IT IS RIGHT

THE BEST MACHINERY FOR MAKING THE BEST CONTAINERS

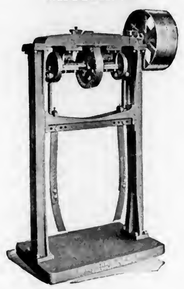
AND FOR MAKING PROFIT FOR THE USERS

"THE OLD RELIABLE" **WOOD BARRELS**

HEADING ROUNDER



NEW "ORAM" RAPID BILGE-HOOP REMOVING MACHINE

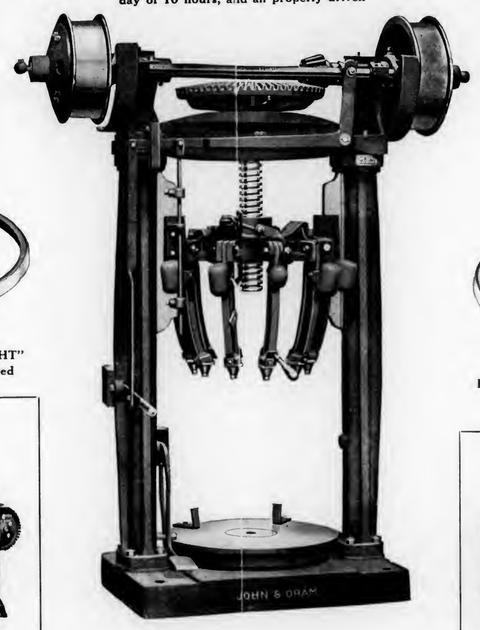


HEADING PLANER

"ORAM" STANDARD HOOP DRIVING MACHINE

SIMPLE—POWERFUL—DURABLE

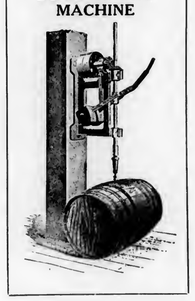
Capacity—As fast as operator can handle. 600 to 1,000 packages per day of 10 hours, and all properly driven



STAVE JOINTER

NEW "ECONOMY" (PATENTED) HEADING-UP MACHINE

BUNG BORING MACHINE



STEEL TRUSS HOOPS

ELECTRIC WELDED—"MADE RIGHT"

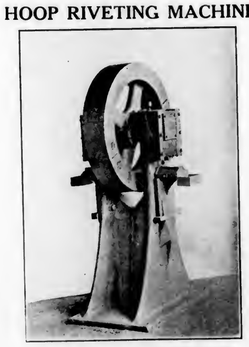
Outside painted any color, if wanted

STEEL TRUSS HOOPS

ROUND EDGE—SPECIAL CARBON STEEL

Sizes stamped inside, if wanted

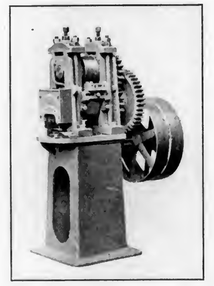
HOOP RIVETING MACHINE



WINDLASS

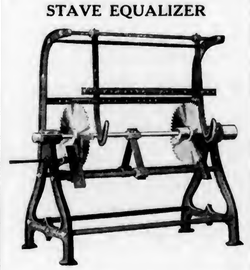
BARREL LATHE

PUNCHING, FLARING AND SHEARING MACHINE



HEADING JOINTER AND DOWELLING MACHINE

STAVE EQUALIZER



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A BARREL OF CIDER AND THE PROFIT IT BRINGS

Under the caption "Comments from the Trade," our esteemed contemporary, *The Fruit Products Journal and American Vinegar Industry*, prints, in the August issue, the following letter from one of its readers, the Reliable Cider Company, Waterbury, Conn.:

"Through your columns I am going to ask the cider manufacturer if he really makes $5 clear on every barrel. If not, something is wrong, and I am willing to give said party information how to get rich quick without defrauding the government.

"First of all it seems as if one wishes to sell cheaper than the other and, therefore, by so doing, he is not making anything. Now I, on the other hand, ask more for my cider, and if the other fellow wants to hang himself, why all I do is hand him the hemp or a good, stiff chain. The average person today *wants the best and is willing to pay for it.* I mean the person who is drinking cider.

"Will the cider manufacturer ever learn that the storekeeper is making more than $30 profit on a barrel of cider? I think it is about time he does learn this. I am not afraid to state that today we are getting $20 per barrel of fifty gallons, barrel returned when empty.

"I do hope that I will encourage some of the manufacturers to get wise to themselves and wake up before the sheriff gets them."

The italics are THE JOURNAL's, and the point we want our barrel manufacturing friends to catch and hold is that the cider manufacturer, turning out quality product, is never adverse to paying quality prices for his cooperage. As the cider maker is one of the wooden barrel's best trade friends, it is interesting to note such letters as the Reliable Cider Co.'s for the importance they place on "quality" in everything pertaining to their output as well as holding firmly to the pivotal point in all business, namely, "legitimate profit."

FRANK H. SIMPSON, PRESIDENT APPLE SHIPPERS' ASSOCIATION

As early as Monday moring, August 10th, delegates to the 30th annual convention of the International Apple Shippers' Association began to arrive in Cleveland, Ohio, and by Tuesday morning the corridors of the Hotel Statler were filled, with the records in Secretary Phillips' office showing a registration of 750. Wednesday morning brought the number up to more than 800. Added to this were probably 200 about the hotel who had not registered. It was one of the largest meetings the association has ever had, and the many compliments showered upon the Cleveland members were well earned.

Frank H. Simpson, Flora, Ill., was elected president of the association, W. L. Minick, Chambersburg, Pa., being elected vice-president. Other officers elected were: George W. Davidson, New Orleans, treasurer; R. G. Phillips, Rochester, N. Y., secretary. The executive committee is composed of W. L. Wagner, Chicago, chairman; E. W. J. Hearty, New York City; E. E. Samson, Yakima, Wash.; J. J. Castellini, Cincinnati; Thomas Pearce, Columbia, S. C. The next convention will be at Buffalo.

President Simpson has long been a prominent apple shipper and has been identified with the International Apple Shippers' Association for many years. For a number of years he has been on the executive committee.

OVERHEAD METHOD OF LOGGING

Perhaps one of the most interesting papers to be heard by any industrial body was that on "The History of the Overhead Method of Logging," by Spencer Miller, chief engineer of the Lidgerwood Manufacturing Co., of New York, and read by Mr. Miller before the recent Portland regional meeting of the American Society of Mechanical Engineers.

Mr. Miller traces the history of the overhead cableway method of logging from its beginning in 1851, incidentally stating that wire rope was actually made before the Christian era, for when the city of Pompeii was destroyed in the year 79 B. C. wire rope was in use. When the city was uncovered about 15 feet of three-strand bronze wire rope half an inch in diameter was found. This rope is now in the museum at Naples, Italy. In 1883 the first wire rope logging device was developed by Horace Butters, a pine lumberman in Ludington, Mich. Since that time there have been many improvements. In 1890 Mr. Miller and J. H. Dickinson invented an improved overhead skidder with much greater power and greater speed than had been capable of development prior thereto. The first mechanical slack puller was invented by Mr. Miller in 1891, with improvements by Mr. Dickinson in 1893, by William Baptist in 1896, and by John H. Shay, of Louisiana, in 1906. Mr. Miller points out, too, economic gains from the use of cableway skidders in cypress logging. Before their introduction cypress swamps estimated to carry 30,000 feet to the acre were bought at a dollar an acre, while inferior cypress lands today command $100 an acre. Before the introduction of the cableway skidders, logs at the mill cost from $8 a thousand upward, common labor then obtaining cost $1.25 a day for 12 hours' work, and the supply was so intermittent as to prevent the building of large and economical sawmills. After its adoption a regular supply of logs was available and at less than half this cost. Mr. Miller then devotes the remainder of the paper to the use of skidders on the Pacific Coast.

An interesting discussion of the strain on wire rope is a feature of the paper. He says:

"Wire rope makers have given earnest consideration to the needs of the logger, realizing the necessity in many instances for employing blocks with sheaves of absurdly small diameters. They have produced new types of wire ropes that have shown marvelous results. But whatever their flexibility, strength or ductility of wire, the stresses are the same. The main cable, 1¾ inches in diameter with an ultimate strength of about 240,000 pounds, must at times support a load at its center of 20 tons, this being the average pulling power given to the skidding line by the skidding engine. The cable stress depends, of course, upon the sag or deflection."

Mr. Miller says that wire rope renewal of the overhead cableway is 3.15 per cent. and in ground hauling methods around 16 per cent. There are other features of the paper that are of real practical value to everyone handling a woods operation.

Mr. Miller's paper was a very lengthy one, but it was printed in its entirety in the July issue of *Mechanical Engineering*, and reprints of the same can be had by addressing the Lidgerwood Manufacturing Co.

$1,400,000 OIL LEASE

The biggest oil deal on record in the Bradford field was closed August 20th with the sale by John C. Looker, of Summit, near Bradford, Pa., of his oil lease at a price in excess of $1,400,000. The purchasers are a syndicate of New York men who have formed a new company, the J. C. Looker Oil Company, to operate the property. They were represented by R. L. Scoville, vice-president of the new firm, and H. A. Richards. The lease consists of more than 1,000 acres, mostly owned in fee, on which are 240 producing wells with a monthly production of about 1,200 barrels of oil.

C. E. OLMSTEAD BUYS LARGE TIMBER TRACT

C. E. Olmstead, Heber Springs, Arkansas, has recently completed negotiations for the purchase of 3,700 acres of virgin timber located at Rushing, eight miles north of Shirley, Arkansas. The transaction is regarded locally as one of the largest timber deals of late years.

A stave mill and a heading plant will be erected on the tract immediately and it is expected that they will be in operation by the end of September. Sufficient timber is available for a steady run of from three to four years. Shipments will be made from Shirley.

Mr. Olmstead, who has three other tight stave and heading operations located at various points in northern Arkansas, is steadily expanding his timber holdings and manufacturing operations, and the consistent growth of his business is rapidly placing him among the largest individual producers in the industry.

FORESTERS TO CONFER

A regional conference on conservation at which there will be representatives from Indiana, Kentucky and Illinois, will be held at Madison, Ind., October 15th and 16th. The gathering will be the first growing out of the suggestion made by the national conference on State parks at Skyland, Virginia, last May, that groups of States, for the stimulation of their various conservation projects, hold regional meetings similar to the national one.

The meeting will be based upon the principle that recreational opportunities in each State are of interest to each of the other States, and that the economic value of conservation will be more readily realized as a result of the contact between conservation bureaus.

WILL REBUILD PLANT

The New Madrid Stave Company, New Madrid, Missouri, is rebuilding its plant, which was recently destroyed by fire. The new building will be of most modern design, and will be able to turn out 50,000 staves daily.

VIRGINIA-CAROLINA CHEMICAL CO. TO BE REORGANIZED

A plan for the reorganization of the Virginia-Carolina Chemical Company, which provides for the formation of a new company with about $19,500,000 of net working capital, eliminates the funded debt and does not involve any assessment upon stockholders, has been announced by the reorganization managers headed by Blair & Co.

The plan has been unanimously approved, bankers said, by the five committees representing the two classes of bonds, the bank debt, the trade debt and the preferred and common stocks.

The proposed capitalization of the new company will consist of $14,487,060 seven per cent. cumulative dividend prior preference stock, $21,477,904 six per cent. cumulative dividend participating preferred stock and 486,708 shares of common stock.

Aside from $355,200 par amount of the preferred stock of the Consumers' Chemical Corporation and about 215,686 shares of preferred stock and 389,805 shares of the common stock of the Virginia-Carolina Chemical Company, the total principal amount of obligations to be adjusted, based on the amounts outstanding May 31, 1925, is about $41,769,000.

7 Per Cent. Has Voting Rights

The seven per cent. cumulative prior preference stock will have voting rights, and in addition, so long as the amount outstanding exceeds $10,000,000, will have the right, voting as a class, to elect a majority (by one) of the directors. It will be placed in the voting trust for five years unless reduced to $10,000,000 before the expiration of that time.

The six per cent. participating preferred, which also has full voting rights, but with the common elects only the minority of the directors until the outstanding prior preference is reduced to $10,000,000, is to be entitled to six per cent. dividend which will be cumulative from July 1, 1927, and in addition, after the common shall have received in any fiscal year dividends of $3 per share, is to participate share for share with the common in any additional dividends paid in such years.

The plan provides that holders of each $1,000 first mortgage seven per cent. 25-year sinking fund bond, Series A, of the old company, will receive $510 in cash and $595 par amount of prior preference stock. Holders of each $1,000 sinking fund convertible gold bond of the old company will receive $1,225 par amount of participating preferred and 20 shares of common. For each $1,000 of bank debt, trade debt or general claims of the old company, with all claims for unpaid interest, will be given $1,160 par amount of participating preferred and 20 shares of common. Trade amounts of less than $1,000 will be paid in cash.

Holders of each $1,000 par amount of the seven per cent. cumulative preferred stock of the Consumers' Chemical Corporation will receive $1,245 par amount of participating preferred and 20 shares of common. Preferred stockholders of the old company will receive one-half share of common in the new company for each share of preferred held in the old, and common shareholders of the old company will receive one-fifteenth of a share of common in the new.

Upon completion of the plan the current liabilities of the new company will be less than $1,000,000.

The consolidated net earnings of the company (exclusive of the Southern Cotton Oil Company and others whose stock have been sold by the receivers) for the fiscal year ended May 31, 1925, after providing for depreciation but before interest or Federal taxes, were over $3,200,000.

RUDOLPH P. GERLACH

The cooperage industry lost one of its outstanding members, when, on August 21st, Rudolph P. Gerlach died at his home in Cleveland, Ohio. Mr. Gerlach was one of the best known and most highly respected men in the trade and his death will be mourned with the deepest sorrow by innumerable friends and acquaintances who loved him for his sterling qualities as a man and admired him for the high character of his business dealings. His demise, at the age of 72 years, was brought about with shocking suddenness by an attack of acute intestinal trouble, from which he had suffered only two days.

Mr. Gerlach's entire active business life was spent with the Peter Gerlach Company, manufacturers of cooperage machinery and saws, of which concern he was president and treasurer at the time of his death. For 54 years—he entered the business in 1871—he devoted his entire attention and energy to the promotion of the company's interests and to the advancement of the welfare of the cooperage industry in general. He will be long remembered by the trade for which he did so much while he was with us.

United States Chamber of Commerce Issues Bulletin on the Collection and Distribution of Statistics by Trade Associations

The Chamber of Commerce of the United States has recently issued a bulletin to its members with reference to the collection and distribution of statistics by trade associations. The bulletin outlines the National Chamber's action and position as determined by referendum vote, which, by the way, was in favor of this activity; it also gives the opinion of the U. S. Supreme Court in the maple flooring and cement cases.

The bulletin gives a clear idea of the present status of the trade association statistics, and we, feeling that the great majority of our readers are interested in this matter, are publishing the bulletin below.

National Chamber's Action

In the period immediately after the war there was much public discussion of trade associations. The discussion disclosed in some official quarters, and elsewhere, both confusion of thought and lack of correct information. The situation was aggravated by a decision which the United States Supreme Court handed down at the end of 1921. This decision resulted in many persons believing that a trade association, composed of members who produced the same kind of articles under such circumstances that they were in competition among themselves, could not lawfully collect statistics of any kind from its members, compile them, and distribute the compilations back to the members.

The questions which were thus raised as to the propriety of activities conducted by trade associations were of the sort with which the Chamber was created to deal. They were undoubtedly national in character. They were clearly of timely importance. They were certainly general in application to business and industry. Moreover, trade associations constitute such an important part of the Chamber's membership that the Chamber owed them a duty to endeavor to remove the uncertainties which had followed from public discussions and the course of events.

The Board of Directors accordingly authorized the appointment of a representative committee to study the activities of trade associations which might be in the interest of the public as well as in the interest of the fields of enterprise represented by trade associations, and to make a report upon its conclusions. This committee continued its studies over a number of months and presented a report in which it dealt particularly with statistical activities, around which the uncertainty centered. The recommendations in this report were early in 1923 submitted by the Board of Directors to the organization members for a referendum vote.

Chamber's Position

Each of the committee's recommendations received an overwhelming majority in the voting, and the result of the referendum was that the National Chamber was committed against any special form of governmental control for trade associations, such as at times had been suggested in some quarters, and to the support of the following affirmative propositions:

A trade association (1) should exist for each important branch of industry and commerce because of the numerous useful and important functions of obvious propriety it can perform quite apart from statistical activities; (2) should have such a membership that it can be representative of its branch of industry or commerce in connection with problems affecting the general advance of that branch and should be prepared at all times to consider these problems.

The statistical activities which a trade association should undertake, both in the interest of the public and for the welfare of the branch of industry or commerce, should comprise:

(1) Collection from members of statistics of capacity, production, stocks, sales and actual prices in closed transactions.

(2) Distribution of the statistics which are collected in such a manner as to make them as available to the public and to government agencies interested in following the course of industry and commerce as they are to members of the association.

(3) Avoidance of any interpretation of the statistics distributed, or other comment upon them, which could induce or facilitate concerted action upon them.

In the opinion of the Chamber's committee, statistical activities of the kind for which the Chamber declared through the referendum were not illegal by reason of any decision that had been handed down by the Supreme Court, and should not be considered as contrary to any of the anti-trust laws enacted by Congress. Such statements had been made earlier in some official quarters, however, especially by some representatives of the Department of Justice who had duties connected with the initiation and prosecution of cases under the anti-trust laws, that there was uncertainty about the attitude of agencies which act for the government in the courts.

As the Chamber had taken a clear and definite stand respecting statistical activities of trade associations, the Board of Directors of the Chamber sought an equally clear, definite and authoritative statement of the interpretation placed upon the law by the government.

Such a statement is now available. It has been made by the Department of Justice in connection with the action taken by the United States Supreme Court in the maple flooring and cement cases. The opinions of the Supreme Court handed down in these cases on June 1, 1925, considered such statistical activities as the Chamber had declared are economically desirable and held that they are not in contravention of the anti-trust laws. The purpose of this bulletin is to place before the membership the substance of the Supreme Court's decisions of June 1st with respect to statistical activities of trade associations and the position since taken by the Department of Justice.

ELLIOT H. GOODWIN,
Resident Vice-president.

United States Supreme Court

The maple flooring and cement cases, in which the Supreme Court rendered its opinion on June 1st, were instituted by the Department of Justice under the Sherman Act. In each case the department was asking the court to dissolve an association of manufacturers on the ground that the operation of the association restrained trade. The restraint of trade, according to the department's allegation, was effected through the statistical activities which each of the associations conducted. Whether or not the statistical activities of the Maple Flooring Association and of the Cement Association were to be distinguished from the activities which a majority of the Supreme Court had held were illegal in the hardwood case of 1921 and in the linseed case of 1923 became the real question of general interest.

That there is a distinction to be drawn was the conclusion of a majority of the justices, and their opinion became the decision of the court. The distinction comes, according to these decisions, between gathering and distributing, not only to members but to the public, accurate information as to the essential elements of the economics of a trade upon which each person in the trade is left wholly free to act in accordance with his own judgment and the gathering of information of such a character, and distributing it in such a way and under such circumstances, as to lead to a necessary inference that the members of the association are in fact engaged in a concerted effort to curtail production or raise prices. According to this distinction, there is no illegality if a trade association merely gathers, compiles and distributes to members and the public statistics of production, costs of production, stocks, sales and the prices received in sales already made. As to such statistics, the opinion of the court says:

"It is the consensus of opinion of economists and of many of the most important agencies of government that the public interest is served by the gathering and dissemination, in the widest possible manner, of information with respect to the production and distribution, cost and prices in actual sales, of market commodities, because the making available of such information tends to stabilize trade and industry, to produce fairer price levels and to avoid the waste which inevitably attends the unintelligent conduct of economic enterprise. Free competition means a free and open market among both buyers and sellers for the sale and distribution of commodities. Competition does not become less free merely because the conduct of commercial operations becomes more intelligent through the free distribution of knowledge of all the essential factors entering into the commercial transaction. General knowledge that there is an accumulation of surplus of any market commodity would undoubtedly tend to diminish production, but the dissemination of that information can not in itself be said to be restraint upon commerce in any legal sense. The manufacturer is free to produce, but prudence and business foresight based on that knowledge influences free choice in favor of more limited production. Restraint upon free competition begins when improper use is made of that information through any concerted action which operates to restrain the freedom of action of those who buy and sell.

"It was not the purpose or the intent of the Sherman Anti-Trust Law to inhibit the intelligent conduct of business operations, nor do we conceive that its purpose was to suppress such influences as might affect the operations of interstate commerce through the application to them of the individual intelligence of those engaged in commerce, enlightened by accurate information as to the essential elements of the economics of a trade or business, however gathered or disseminated. Persons who unite in gathering and disseminating information in trade journals and statistical reports on industry, who gather and publish statistics as to the amount of production of commodities in interstate commerce, and who report market prices, are not engaged in unlawful conspiracies in restraint of trade merely because the ultimate result of their efforts may be to stabilize prices or limit production through a better understanding of economic laws and a more general ability to conform to them, for the simple reason that the Sherman Law neither repeals economic laws nor prohibits the gathering and dissemination of information."

There are a number of other features in the maple flooring and cement cases. Members of the National Chamber who are interested have undoubtedly informed themselves regarding other subjects discussed in the opinions, as copies of the complete text of the opinions were at once made available by the Chamber to all members. The purpose of the present bulletin is to present succinctly the effect of the opinions respecting statistical activities of trade associations, to which the court obviously devoted its chief attention.

Department of Justice

When the Supreme Court handed down its opinions in the two cases the Department of Justice obtained an extension of the period within which it might file a petition asking the Supreme Court to reconsider the results it had reached in the cases. Since the court entered upon its vacation, not to sit again until October, the Department of Justice has filed a petition for rehearing of both cases. Upon these petitions the court will not act until October. The petitions will then be granted only if one of the justices uniting in the opinions handed down on June 1st should desire further argument, and before the decision of June 1st were rendered the maple flooring case, in which the court dwelt at length upon statistical activities, was argued twice before the court, and if a majority of the court decides there should be further consideration.

Even if the court should grant the department's petition for another opportunity to present arguments, however, the significance of the decisions of June 1st with respect to statistical activities of trade associations will remain unchanged. In petitioning for a further hearing the Department of Justice makes it clear that it does not ask another opportunity to restate its earlier arguments about statistical activities generally and does not want to challenge the principle upon which the court rested its decisions of June 1st. On the contrary, it contends only that upon further argument it could show in the evidence in the cases reason to believe that the trade organizations actually before the court had in their activities gone outside of the limits of legality which the Supreme Court outlined.

Department's Statement

In both these petitions the Department of Justice says:

"The government accepts as the test for the legality of trade association activities the following statement in the opinion of the court:

"We decide only that trade associations or combinations of persons or corporations which openly and fairly gather and disseminate information as to the cost of their product, the volume of production, as actual price which the product has brought in past transactions, stocks of merchandise on hand, approximate cost of transportation from the principal point of shipment to the points of consumption, as did these defendants, and who, as they did meet and discuss such information and statistics without, however, reaching or attempting to reach any agreement or any concerted action with respect to prices or production or restraining competition, do not thereby engage in unlawful restraint of commerce."

WILL OPERATE NEW PLANT

R. E. Wilson, of Phoebus, Va., is contemplating the erection of a barrel factory at Hampton, Va. THE JOURNAL has as yet received no advice as to what will be manufactured.

HANDLE PLANT STARTED

The handle plant at Jasper, Ark., of the Eureka Handle Company has been placed in operation. It has been idle for some time. The Eureka Handle Company has its headquarters at St. Joe, Ark.

SUFFICIENT AMOUNT OF CONFIDENCE IN THEIR BUSINESS WILL KEEP THE COOPERAGE TRADE IN A SATISFACTORY CONDITION—C. M. VAN AKEN

There has been some improvement in the cooperage business in this locality during the past month. Many of the fruit-barrel people have been ordering in stock which they have been holding back, and which has relieved the congestion somewhat at the mills. The optimistic spirit induced by this movement has prompted some buying for the future, so that, as a whole, the people of this locality feel that the month of August is quite an improvement over the month of July. Stave prices are quite firm with the exception of No. 2 staves, however there seem to be plenty of staves on hand to supply all of the demand that is in sight.

There has been a slight upward tendency in heading prices, particularly in that of pine heading, which, during the past few months, has been selling at prices which were known to be below the cost of production.

Wire hoops and steel hoops have made wonderful inroads in the coiled elm hoop business throughout this locality. As a result, while more coiled hoops have been moving during August than have been moving during July, still it is not probable that the moving of coiled hoops to this locality will be enough to prompt any great advance in prices.

With the improvement in the fruit-barrel cooperage end of the business, there has come an improvement in the demand for material for promiscuous purposes. This has not been so much for immediate consumption as it has been due to a feeling on the part of the barrel makers that prices would not be lower for a few months to come at least and they would, therefore, be safe in placing orders for not only their immediate requirements, but what they might need for the near future. This buying for the near future, or in other words, a sufficient amount of confidence in the business so that the barrel makers will feel justified in carrying a normal supply of cooperage on hand, is what keeps the cooperage business in a satisfactory condition. Fifteen or twenty cars of cooperage on hand at many of the mills would embarrass them considerably and is sufficient reason for them to feel pessimistic; whereas, this number of cars distributed among fifteen or twenty coopers does not mean very much to the cooper, but it means a great deal to the manufacturer of the material. We are looking for the spirit which now prevails to continue during the balance of the year, so this month finds us in a rather optimistic frame of mind.

CLEAN UP OF NUMBER TWO STAVES AND HEADING ASSURED—JAMES INNES

The apple crop is certainly very promising at the present time and stock for apple barrels is moving freely. If present demand keeps up there will be a good clean-up of mill-run and number two staves and heading, and a lot of elm hoops will be used. Other consumers of the same grades of stock, realizing the large requirements for apple barrels, are also buying more freely, so as not to be caught short.

Number one stock and shorts are also in good demand, a little above the average for this season of the year, which is usually comparatively quiet.

Tight barrel stock is in good demand, production is still light and stocks are not accumulating. Prices are steady, very little price cutting being done.

LEWIS METCALF SUFFERS PAINFUL INJURY

Lewis Metcalf, widely known figure in the cooperage industry is in the city hospital at Lockport, N. Y., as the result of an accident which befell him on August 19th.

Mr. Metcalf, who is the New England representative of Henry Wineman, Jr., Detroit cooperage house, was delivering a load of barrels at Middleport when the mishap occurred. He was using a horse-drawn vehicle and had halted the wagon on a slight incline, alighting to talk to a passing acquaintance. His team started to move forward and in trying to retrieve the reins, his right foot slipped between the spokes of the front wheel, which was in motion. His leg was broken at the ankle before he could extricate himself. Upon examination at the city hospital it was found that the fracture was of such a severe nature that amputation of the foot was necessary.

Mr. Metcalf's many friends and acquaintances throughout the trade will be profoundly shocked to learn of the unfortunate occurrence, and THE JOURNAL, on their behalf, extends heartfelt sympathy to him.

Report has it that the Sandusky Cooperage & Lumber Co. may rebuild that portion of its East St. Louis, Ill., plant as was recently destroyed by fire.

SOUND ECONOMIC ADVICE GIVEN BY A WOMAN

Those who think that men enjoy a monopoly on brains in Wall Street should make the acquaintance of Edith M. Miller, who is the only woman to hold down a job as head statistician in a large New York bank.

Perhaps not one in a hundred who read the articles signed "E. M. M." that appear in *Commerce Monthly*, organ of the National Bank of Commerce, know that they are listening to the counsel of a woman. So clearly does Miss Miller think on problems of current economic interest that her monthly letters are awaited by all who follow such matters.

In a bulletin recently published Miss Miller takes occasion to say that "in no line has there been more than the customary midsummer decline in the volume of business, while in many industries the slackening has been less than usual. The improved agricultural outlook continues to be the outstanding feature of the situation. Good crops of corn and cotton are now fairly well assured, and the short wheat crop is being compensated by a satisfactory price.

Goods Will Find Readier Market

"While it may well be that in some lines of industry there is a disposition to count unduly on farmer buying, it is safe to assume that this autumn goods of all classes will find a readier market in most agricultural regions than at any time since the post-war depression began.

"It is generally conceded that unemployment has been a little more than normal thus far this year, primarily as a result of the difficulties of a few industries, chief among them being wool and cotton textiles, the boot and shoe industry in New England and bituminous coal operations in the territory affected by the Jacksonville agreement. The enormous volume of building and construction continues, however, to furnish steady work throughout the country, not only for the skilled building trades, but for the large body of semi-skilled and unskilled labor usually most subject to irregular employment. Good retail trade is, therefore, assured in the most industrial sections of the country."

Optimistic as to Future

The bulletin goes on to show that we have evidences of a broadening inquiry in such diverse industries as iron and steel, cotton textiles and footwear. With the demand from consumers pitched high in both agricultural and non-agricultural communities "the outlook is for an autumn prosperity shared by virtually all classes of business."

That the general level of wholesale prices will continue smartly upward is not a view held by the bank authorities, the recent upturn having been caused, in their opinion, by sharp gains in a few selected commodities largely of agricultural origin. Any pronounced and prolonged advance in prices from present levels would soon meet consumer resistance, it is held, since neither public sentiment nor fundamental conditions favor any pronounced general upward movement.

UNITED STATES EXPORTS OF HANDLES AND HANDLE DIMENSION STOCK

Handles and handle dimension stock constitute a considerable item in our lumber export trade, and American handles are known in every part of the globe. We have woods, such as hickory, ash, etc., which possess very desirable qualities for the manufacture of handles. Our total exports of handles and handle stocks of all kinds amounted to $2,158,000 in 1924.

Principal Foreign Markets

England is the most important market for American handles, exports being more than $900,000 in 1924. The manufacturing industries of England are large users of handles originating in the United States. Of the other countries in Europe, Scotland, Sweden, Iceland, Norway, Denmark and the Netherlands are the only markets of importance. Australia, importing handles to the value of $227,000, and New Zealand, with imports totaling $120,000, are the chief markets in the Pacific. Exports to Canada aggregated $193,000, while those to Argentina were valued at $127,000, the other South American countries taking less than $20,000 worth each. Among the other markets are Mexico, Cuba, and South Africa, each taking between $50,000 and $100,000 worth.

Competition of Local Industry

It is significant that with few exceptions our foreign markets for handles are more or less dependent on the efficiency of the local industry in each territory. There are certain markets where the domestic handle industry makes competition for American handles very difficult, such as Germany. In many poorly developed countries there is practically no market for our handles, because the native workers are satisfied with handles produced from local woods by hand.

Exportation of Finished Product Encouraged

Since the production of handles and handle stock involves a considerable amount of labor and manufacturing process our export trade in this line is of great importance and should be encouraged in preference to the exportation of raw timber and logs suitable for the manufacture of handles. With the very high freight rates to most of our principal foreign markets it is evident that it would be far more economical for our foreign customers to import either manufactured handles, or at least handle dimension stock. The foreign consumer is not benefited by paying freight and charges on waste material, which can not be profitably utilized abroad.

DALLAS COOPERAGE AND WOODENWARE COMPANY PROMULGATES WORKING AGREEMENT

The Dallas Cooperage and Woodenware Company, Dallas, Texas, has recently reached a working agreement with its union employees, which will cover its shop activities for the current year. The contract embodies rates ranging from 50 cents to 25 cents to be paid coopers for the various classes of piece-work done on barrels and kegs.

For time-work, the company will pay on the basis of 85 cents per hour for an outside job, eight hours to constitute a day in the city, and for less than eight hours per day, 90 cents per hour. Where a cooper repairs and trims barrels, or rejoints staves, a rate of 62½ cents per hour prevails. Included in the provisions of the agreement are the following:

All double-head No. 1 and No. 2 new, slack barrels must be trussed in five hoops, and any cooper found not trussing these two head barrels in five hoops is subject to discharge.

No smoking allowed in shop or warehouse.

In some cases where the company can dispose of one head, new slack barrels with stub chime that will not require head liners, such will constitute the job, but such barrel must be nailed with eight nails.

All tight barrels and half-barrels must be stenciled with the cooper's number.

Eight hours will constitute a day's work by tight and slack barrel coopers.

IMPORTANT RULING GIVEN ON OIL TRANSPORTATION

Oil brought from the Standard Oil Company's refinery at Baton Rouge, Louisiana, to storage tanks in Wilmington, N. C., and distributed from that point, either in tank cars, tank wagons, or in barrels, is not in interstate commerce, according to a decision handed down recently by Judge Isaac Merkins, federal judge for the eastern district of North Carolina, in the case of the Standard Oil Company (New Jersey) vs. the Atlantic Coast Line.

When the oil is being brought from Baton Rouge to Wilmington it is in commerce between States, but when it comes to rest the continuity of the interstate transportation is broken, so the North Carolina rates apply, according to the judge, who issued a permanent injunction forbidding the railroads to charge more for the transportation of the oil from Wilmington. This decision will have a far-reaching effect, it is assumed, inasmuch as the same principles will apply to oil carried by ships from California to distributing points in other States.

SEABOARD ALL-FLORIDA ASKS $25,000,000 LOAN

The Seaboard All-Florida Railway Company applied to the Interstate Commerce Commission, Washington, D. C., August 24th, for authority to construct a 100-mile line from West Palm Beach through Miami to Florida City and 94 miles of road from Fort Ogden to Labelle, Estero and Punta Rasso through Fort Myers.

To finance the projects the company would issue stock and joint bonds of the Seaboard Air Line, the Florida Western and Northern Railroad and the East and West Coast Railway, aggregating $25,000,000, to be sold to a syndicate headed by Dillon, Read & Co. at 94.5 per cent.

The company also proposed the acquisition by lease or stock ownership of 275 miles of road now operated by the Seaboard Air Line, the whole to be leased to the Seaboard for operation for a long period.

The entire proposal was said to be backed by the Seaboard Air Line, a move to develop its Florida lines to meet the growth and increasing needs of the State.

The plant of the Houston Cooperage and Tub Co., Houston, Texas, has had a fire loss totalling $75,000, according to report.

RAILROAD GRAPE EMBARGO

Railroads throughout the East have placed their annual embargo on the transcontinental shipment of grapes to regulate the flow of that perishable commodity. Freight agents in New York explained that every year at this time the flood of grapes necessitates curtailment of shipments to prevent heavy loss because of crushing, bruising and deterioration.

EXPERIMENT IN CANNERIES

A new experiment in co-operative production in this State is the construction of 20 factories by the Indiana Canning Crops Exchange, a subsidiary of the Indiana Farm Bureau, Indianapolis, Ind. While financed by the exchange, the canneries are community projects. Members are signed under five-year contracts.

BUSINESS OUTLOOK BRIGHT FOR DULUTH

The outlook for the fall season is for prosperity without danger of inflation, in the opinion of officials of credit organizations in Duluth, Minn.

"The fact that the little shoemaker, the dry cleaner and the man who does odd jobs have done the neat business this year in several years is an unfailing indication of caution," said George Fairley, secretary of the Duluth Credit Association.

That class of shopkeepers is one of the best barometers in the business world, in Mr. Fairley's opinion. If their business is good there are two reasons for it. One is that times are hard and the other is when the public is really practicing conservation, with individuals planning to use their money in substantial ventures. The latter he considered to be the condition that prevails today.

"If people are buying conservatively there is no reason to feel apprehensive regarding the future," he said. "It is a sound sign, for when the fall business turnovers reach proportions there will be more incentive for general activity."

HOGSHEAD MANUFACTURERS SEE INCREASE TRADE IN GREATER DEMAND FOR LEAF TOBACCO

A decided improvement is reported in leaf tobacco trading in Philadelphia, just as THE JOURNAL is going to press with its September issue. Many of the large importing houses have been called upon recently to supply wants to manufacturers who have been operating on a large scale all summer.

Advices from Havana indicate that a large amount of leaf is moving from that port to America, and Philadelphia is receiving a considerable share of the volume. Reports from the Cuba growing districts are that the new crop is in good condition and the quality excellent. Packers are busy in Havana, and the quantity of some varieties is ample to meet current demands from American importers.

Lancaster County crops are progressing favorably. Farmers report good weather for the development of excellent quality tobacco. Not much activity is taking place in leaf tobacco among packers, but it is expected that substantial quantities will move into hands of consumers in the near future. Business in the Connecticut Valley district is almost at a standstill. The new crop reports indicate that the tobacco in the fields is progressing favorably.

Local cigar and cigarette manufacturers are operating at a rate said to be close to capacity. Demand from seashore and mountain vacation resorts has been so large in August that extra help has been required to make prompt shipments. The end of this period of activity is in sight, however, as not much tobacco is expected to be shipped after Labor Day.

Local wholesalers say that the local trade has been calling constantly for fairly large amounts of cigars, cigarettes and pipe tobacco and that business for August will exceed that of the same month last year.

NOVEL PROCESS UTILIZES STRINGS IN STRINGBEANS

The textile industry is the latest to come to the aid of the farmer. That is indicated by an announcement that the problem of what to do with the strings in stringbeans has been solved at last. A process has been patented in Budapest for the manufacture of coarse cloth from the fibers of this vegetable, according to cable dispatches.

The bean shells are treated like kelp, and the reports state that the resulting fiber can be spun, making a hard but strong yarn said to be adaptable for carpets, upholstery, etc.

According to the *Textile World*, these are stirring days in the textile field. The week of August 24th there was news of a hair tonic that would make sheep do a year's job in wool production in two months.

WANTS TO PLACE ORDER FOR KEGS AND HALF-BARRELS

Some one of our good eastern barrel-manufacturing friends has been shipping some kegs and half-barrels to San Francisco, Calif, which shipments have been receiving most favorable attention. THE JOURNAL has been appealed to to locate the shipper of these kegs and barrels so that orders may be placed for packages of the same kind. The interested buyer writes:

"There are some kegs and half-barrels being shipped to San Francisco from somewhere in the East, and we would like to get in touch with the shipper of this cooperage, as we can use a carload right now and would probably use several cars during the year. The kegs are of No. 1 oak for wine and whiskey—the plain for wine and the charred for whiskey. To distinguish the plain from the charred, the kegs are marked (OX charred) and (W. O. S. plain). We know THE JOURNAL will be able to assist us in locating the shipper of this cooperage."

If the cooperage manufacturer who recognizes his shipment will address THE JOURNAL we will gladly put him in touch with this new buyer.

It is certainly a very gratifying thing when shipments of barrels and kegs are of such a character as to send buyers and users on a hunt for the particular manufacturers.

UNITED STATES TRADE WITH ORIENT INCREASES $54,828,374 IN PAST YEAR

The United States combined export and import trade with the Far East for the fiscal year ended June 30th totaled $1,738,199,000, an increase in the year of $54,828,374, the Department of Commerce announced.

This amount, representing 21 per cent. of the total foreign trade of the United States, was divided between exports valued at $624,619,000, a drop of 13 per cent., and imports amounting to $1,113,580,000, an increase of 23 per cent.

In general the causes contributing to decreased exports to the Far East were the political disturbances in China and trying economic conditions, combined with the fluctuation of the yen in Japan. The increased values in exports to Australia, Dutch East Indies, the Philippines and New Zealand failed to offset these losses. Higher prices of United States products, in many instances, also helped to curtail the volume of shipments.

Fluctuations in Trade

Exports to Australia increased almost $3,500,000 to $11,955,000; to the Philippines more than $5,500,000 to $61,392,000; to New Zealand, more than $5,700,000 to $32,755,000, and to the Dutch East Indies more than $1,750,000 to $15,414,000. On the other hand, exports to Japan declined nearly $67,000,000 to $89,009,000; and to India more than $250,000 to $33,857,000. Shipments to Kwangtung Leased Territory dropped from $11,290,000 to $3,772,000; those to Ceylon remained the same virtually at $1,850,000, but trans-shipments at Hongkong fell nearly $4,000,000 to $15,357,000.

The ratio of goods sold to the Orient, however, compared with the goods bought from these countries, dropped to 56 per cent., a decline of 16 per cent. compared with the last fiscal year.

With the exception of Australia, New Zealand, Siam and Indo-China, where the sales of United States products exceeded purchases of their goods by $103,341,000, representing a decline of 8.1 per cent., Far Eastern countries continued to show increasing balances unfavorable to the United States.

Japan Chief Customer

These unfavorable balances varied in the important countries from Hongkong's $3,040,000 to Japan's $125,938,000, and the Straits Settlements' $178,127,000. India ranked third, with credits in the United States footing up to $90,690,000. The combined total unfavorable balance of $488,961,000 shows an excess of $216,962,000 over that of the fiscal years 1923-24.

As the leading Oriental customer for American products, Japan consumed 34.6 per cent. of the total exports to the Far East. This was a decrease of 5.6 per cent. when compared with the previous year.

United States sales of petroleum abroad netting about $84,850,000, and automobiles $50,647,000, represented an advance over the previous fiscal year in all of the countries concerned, and shipments of cotton to Japan and China showed additional increases, but sales of both machinery and steel products, valued each at about $57,000,000, reflected a decline in several of the countries.

Five countries contributed the bulk of the leading Oriental products brought into the United States, including crude rubber, raw silk, tin, cocoanut products, raw and manufactured jute, tea, shellac and hemp. They were, in the order named, Japan, Straits Settlements, China, India and the Philippines.

WANTS IN COOPERAGE LINES

Reid Bros., Box 78, Picton, Ont., is in the market for a second-hand slack barrel machine.

Springville Heading Co., Springville, Tenn., is in the market for a 200 or 300-foot log haul-up chain, second-hand.

Grasselli Dyestuff Corp., 23 W. First Street, Charlotte, N. C., is in the market for new oak barrels, dust but not water-tight. Correspondence from southeastern manufacturers requested.

M. Solomon, 171 Morgan Avenue, Brooklyn, N. Y., is in the market for second-hand Irish and Norwegian herring and mackerel barrels, as well as potato and apple barrels in carload lots. Quotations desired.

HANDLE FACTORY FOR NORWALK

Yingling Bros. & Co., announce they will immediately begin the building of a plant in Norwalk, Ohio, for the manufacture of a complete line of handle stocks. The company has its headquarters at Monroeville, Ohio.

WILL MANUFACTURE BARRELS

The East Bethany Refrigerating Co., East Bethany, N. Y., of which company H. A. Leedom is the head, will manufacture barrels and deal in other orchard supplies, in addition to running a new cold storage plant.

SECRETARY OF AGRICULTURE ANNOUNCES HEARING ON PROPOSED ROSIN STANDARDS

A public hearing will be held to discuss proposed standards for naval stores for which no standards are established by the Naval Stores Act, at the Bureau of Chemistry, Washington, on November 16, 1925, at 10 A. M., according to a recent notice approved by the Secretary of Agriculture. The text of the notice follows:

Pursuant to the authority vested in the Secretary of Agriculture by the Naval Stores Act of March 3, 1923, notice is hereby given of the purpose to establish for certain kinds of rosin the United States standards hereinafter set forth:

Specky rosin is rosin of the types heretofore prepared and recommended under existing law by or under the authority of the Secretary of Agriculture and contains visible extraneous matter. The various grades of specky rosin from the highest to the lowest shall be designated as follows: (X), (WW), (WG), (N), (M), (K) (I), (H), (G), (F), (E), (D), (B), and (OP), together with the designation gum rosin or wood rosin as the case may be.

Crystal rosin is rosin of the types heretofore prepared and recommended under existing law by or under the authority of the Secretary of Agriculture and which contains visible crystals of abietic acid. The various grades of crystal rosin from the highest to the lowest shall be designated as follows: XCr, WWCr, WGCr, NCr, MCr, KCr, ICr, HCr, GCr, FCr, ECr, DCr, BCr, and OPCr, together with the designation gum rosin or wood rosin as the case may be.

Where crystal rosin is also specky as defined under the standard "Specky Rosin" the various grades of such rosin from highest to lowest shall be designated as follows: (XCr), (WWCr), (WGCr), (NCr), (MCr), (KCr), (ICr), (HCr), (GCr), (FCr), (ECr), (DCr), (BCr), and (OPCr), together with the designation gum rosin or wood rosin, as the case may be.

STARTS NEW SLACK HEADING PLANT

The R. F. Boltz Manufacturing Co. have moved from Winchester, Ind., to Bastrop, La., where they have started a new sawmill and slack barrel heading plant.

ENLARGING HEADING PLANT

Charles Duff, of Pine Bluff, Ark., owner of the Hope (Ark.) Heading Company plant, has completed arrangements for enlarging the manufacturing facilities of the plant. Mr. Duff spent a couple of weeks at Hope recently completing details for the improvements.

PLANS TO REBUILD COOPERAGE PLANT

In June last the plant of the San Francisco (Calif.) Cooperage Co., 748 Branman Street, suffered a fire loss of $25,000. Plans are now being considered for the rebuilding of the burned section. The new plant will be of most modern design.

A Talk on Veneer Manufacture That Is Applicable To All Lines of Woodworking

The address of President T. V. Ashly, delivered at the recent annual meeting of the Commercial Rotary Cut Veneer Association, at Memphis, was, perhaps, one of the finest that that body has heard in some time and because of its applicable value to all lines of wood products manufacture we are carrying the address herewith for the information of our readers.

Wood Manufacture and Its Problems

"You have asked me to make a talk on veneer manufacturing and its problems. This, as I take it, covers rather a broad scope; in fact, as I see it, it covers the broadest scope of any in the woodworking line today, and for that reason it is necessary that I be brief in the different phases of this business. First, we will commence with the source of supply, which is the log. There is an old adage, which is very true and applies to the woodworking industry, as well as any other, that anything well bought is one-half sold. This applies to the raw material in veneer only in part, because it is possible to purchase the very best of logs and then sustain a loss in their manufacture.

"The nature of veneer is such that it takes a good log to make it, and then I want to say right here, I believe that a rough or common log never made a dollar in a veneer mill when manufactured into rotary cut panel stock; in fact, our experience has shown us they have lost us money. It is absolutely necessary that nothing but choice logs be shipped to a veneer mill and while I know it is impossible to always buy nothing but choice logs, and although we are forced to take a few common logs, we are fighting all the time at our place to buy as low as possible, and wherever we can, to try to resell the common logs and not put them through our veneer mill.

"We think it is a good policy, and we are adopting it where we are cutting our own timber, to put a sawmill in the timber and cut up all the common and the small logs below 18 inches in diameter into lumber, transporting only choice logs 18 inches and up to our veneer mill. It is not necessary to go into the transporting problem, as they affect each one of us separately, and it is well known to all of us that it constitutes one of our heaviest costs of raw material. But I do want to say, that it is well to study the cost of transporting these so-called rough logs to a veneer mill and to compare with the cost of transporting the good ones. You will find it to be quite a factor in determining your cost of raw material.

"The next step is the drag saw, and to my mind not the least important; in fact, we think this is one of the most important operations in the manufacture of rotary cut stock. Let me say here, I am not discussing equipment and will not go into that detail at all. There are many different ideas as to how equipment should be placed in a mill, and I think each and all of you are well versed in modern equipment, so it is useless to go into this.

"It is necessary that a drag saw operator, who is cutting up the logs into blocks suitable to manufacture different lengths and thicknesses and grades of veneer, should be well versed in the character of timber, so he can cut each block out of these logs and place it where it will be most suitable for producing veneer and to get the most out of the log. We do not believe it is possible to take a lot of logs and say to the drag saw man, 'Cut all of these in 1/20-inch or $\frac{3}{8}$-inch,' and thus get the most money out of your logs. We find that a great many first cuts, or the butts of the logs, are not suitable, although free from defects, for making good thin stock, or cross-bandings, while the next cut may be choice timber. Therefore, we deem it advisable that a man be placed on the drag saw who has a thorough knowledge of the veneer business and is strictly a high-class man. This might well apply to the derrick man, also.

"The next operation in line is the steaming of your logs. This is an operation that is so simple, I feel that we all understand it pretty thoroughly; however, there are a few things I would like to call your attention to in connection with the cutting of the logs, to work out profitably, as I have before mentioned. One is that there should be a number of apartments in the vats, large enough to accommodate several different kinds of blocks, so that your drag saw operator will have an opportunity to place the blocks, as he cuts them, to the best advantage, and if possible to separate the different lengths of blocks in different vats.

"The next operation is peeling. We use an ordinary peeling knife. We have tried a number of things, but find nothing better. From that we go to the lathe.

Poor Machine Expensive

"It is a well-known fact that you can not make anything good in the woodworking line on a poor machine, one that is out of balance, the bearing worn out, the knife dull and the pressure bars not ground. I think we will all agree on this. I am not here to advertise any certain make of machine. I will say, however, that we use Capital machinery. It may be because we are a good deal like the boy who grows up to be a Democrat, or Republican, in that he inherited it. We started using the Capital machinery and never used any other kind in our cutting room. It is well to keep your machines in good repair and when a machine becomes old and worn, so that it is impossible to keep it in good adjustment, it is like an old automobile, or worn-out wagon. It is then time to trade it off and get a good one, if you expect to stay in the panel veneer game. I have seen, in my selling experience, some very badly cut veneer, sometimes due to the operator, sometimes not his fault; but if you have a first-class machine and everything to work with, you can say to the operator, 'It is up to you to cut this stock; or like the rabbit, get out of the way and let someone run that can run.' In our plant, we break in all of our own cutters. Each man is broken in from the start in our plant. A few years ago we started out in the veneer business and knew nothing about cutting veneer. We had to rely on men supposed to be veneer experts, who ran around from one plant to another, and the most they did was to get us and our men in trouble, and then we adopted a policy of taking good, willing, bright, young men and breaking them into the business, and we recommend this to any veneer concern. We suppose there are some good men who run around from one plant to another, but I personally doubt it. You will find that most men who are cutting veneer and doing other work in the veneer mill, and who are skilled men, are sticking to one job and not running around over the country telling what they know and trying to 'prize' the boss for a raise every 60 days. And I want to say, gentlemen, you can't have a good man in the plant, who is making you money and taking care of your business in the right manner, without taking care of him, and if you are not doing this, you had better commence to do it, because somebody else is going to. We have adopted a policy of taking care of a good man, and try to take care of them all in some manner, so they will be satisfied to stay with us, and there is nothing that satisfies a man so well as to try to help him get a home. Pay him enough money so he can buy one and pay for it even on the payment plan, and then boost him along and see that he does get it.

"Enough for men, and getting back to machines. In connection with the cutting of veneer, it is very essential to keep a block in the machine and to keep it going steadily. As fast as one block is kicked out of the machine, another should be ready to go into it, and the operator should not have to stand and wait and help hoist the block and have the machines and crew idle while making the change. This is taking money out of your pocket fast, and you can hire some man, not skilled, preferably an old man, to raise the blocks and be ready to take the cores away.

"From here the veneer goes to the clipper. I suppose we all have modern clipper tables with endless aprons, and now we come to a man who 'has his hands in our pockets up to the elbow' all the time, and we think the clipper man is as important a man in the plant as the cutter. He must know grade, quality, sizes and his orders, not only the order he is cutting on but all the orders around the place, so if there is a chance to making a saving in cut backs he can do it. We don't believe it is possible for a successful veneer mill, unless they are cutting log-run stock exclusively, to cut on one order at a time successfully.

"If an order is all small sizes, you are losing a chance to make a lot of larger sizes. If an order is large sizes, you are losing a chance to work out the savings; therefore, in a successful veneer plant, unless on an exceptional order, we think it is well to train your men to work on more than one order at a time, in order to work up your stock to the best advantage.

Drying Knowledge Essential

"Now we come to drying, and this has been the 'bugaboo' in the veneer business ever since it started. More ideas and schemes for drying have been exploded, and I think it is safe to say 'exploded,' as more of them have blown up since the veneer business started than any other one thing in connection with the manufacture of veneer.

"A lot of fellows can buy logs and cut veneer, but a very few have been able to dry it successfully and economically, even though they had plenty of good drying equipment. They do not go deep enough into the technicality of drying veneer to dry it properly. We find that every mechanical drying machine has its own peculiarities, and some little thing about its operation will make a lot of difference in the drying. We have tried to equip our mill with as near automatic control as possible, as to steam and speed of our dryers, because the further you can get away from the human element of carelessness the more successful you are in drying veneer. It is absolutely useless today for any veneer operator to try to put commercial veneer on the market, unless it is properly dried, and this has been the case for the last two or three years. The buyers are willing to pay a good price for well manufactured and well dried stock and are demanding it as they become better versed in panel manufacturing. Therefore I want to caution the manufacturers of veneer to be sure, before you try to sell veneer, to know you can make good veneer, and then you will be able to put it on the market and place your products advantageously for yourself and your customer, and unless you can do that, you had better get out of the veneer business and stay out.

"After veneer is dried, the next process at hand is packing and crating. The graders of veneer, who are also packers in our place, packing as they grade, should have a well-lighted room, where they can see the veneer with a good light. They should be well trained men, good in mathematics, and we see that all our packers are well instructed as to the grade rules governing different kinds of veneer. After going to all the trouble of buying the logs, cutting the veneer, clipping it, and drying it, it would certainly be foolish if we did not put it in good packages. In lots of cases the packages help sell the product. It is not entirely so in our business, but it does have a big influence when a car of veneer comes into a factory well preserved, and we believe that it is money well spent to see that the crating and packing of veneer is well done. We crate a lot of our thick stock, where it consists of excessively large sizes, so it will reach the customer in good condition. The last operation is loading it into a car. Now, gentlemen, the customer does not see the stock when it goes into the car, but he does see it when it comes out of the car, and if you load a car of veneer about half full, so the motion of the train pitches it around and tears the crates to pieces, or if the corners of the crates are hanging over and cut the top layers of the other crates, that is what he receives and not what you put in the car. The veneer should be loaded carefully so that it will stand the jerk and jar of the train and reach the customer in as good condition as when you sent it away. I have seen a number of instances where veneer was refused, or, if not refused, a heavy allowance was made, due to poor packing.

"Last, to sum up this business as a whole, it is a long hard game, but is worth while and fascinating to anyone who likes the manufacturing business. We, of the veneer industry are practically in the infant stages of this business and most of us have seen it grow from practically nothing to where it is today, one of the recognized woodworking industries."

GOVERNMENT SEEKS NEW SOURCE FOR HELIUM OUTPUT

With the view of developing additional sources of helium-producing gas, an immediate survey of the natural-gas fields of Texas is to be made under the direction of R. A. Cappell, chief of the helium division, United States Bureau of Mines.

At present all the natural gas from which helium is extracted at the plant comes from the Petrolia field. A serious situation has developed because of the fact that the supply of natural gas from this field decreased 20 per cent. during July, and only about 1,000,000 cubic feet of helium will be produced at the plant at Fort Worth, Texas, during July, as compared with 1,228,000 cubic feet in June.

Unless new helium-producing natural gas is connected with the pipe line, there will not be enough helium produced to inflate both the Shenandoah and Los Angeles in October, as is purposed by the Navy Department.

Natural gas from wells in the Nacona field is said to contain helium in large percentage, and, after a survey of that field has been made, a branch pipe-line will probably be constructed to the wells there.

The Fort Worth plant is the sole source of helium production except in laboratories. When the plant was first started, in 1919, the cost of helium was $450 per 1,000 cubic feet, according to the Navy Department. Continued research by the plant, however, has decreased the cost to $25 per 1,000, the figure at which the record production of June was made.

GLUES FOR USE WITH WOOD

The glues that are adapted for gluing wood may conveniently be divided into five classes as follows:

1. Animal glues, which are made from the hides, hoofs, horns, bones and fleshings of animals, mostly cattle. These glues come in dry form and must be mixed with water and melted.

2. Casein glues, which are made from casein, lime, and certain other chemical ingredients. They are commonly sold in prepared form, requiring only the addition of water, but may be mixed by the addition of the separate materials to the water.

3. Vegetable glues, which are made from starch, usually cassava starch, and sold in powdered form. They may be mixed cold with water and alkali, but heat is commonly used in their preparation.

4. Blood-albumin glues, which are made from soluble blood albumin, a product recovered from the blood of animals. These glues must be mixed from the separate ingredients just before use, since they deteriorate rapidly on standing.

5. Liquid glues, which are commonly made from the heads, skins, bones, and swimming bladders of fish. Some liquid glues are made from animal glue and from other materials. They come in prepared form ready for immediate use.

Vegetable glues are the cheapest glues, normally ranging in price from about 7 to 11 cents per pound. Prepared casein glues may range in price from 12 to 24 cents, different grades of animal glue from 12 to 30 cents, and dried blood albumin, suitable for making glue, from 16 to 38 cents per pound.

Animal glue, frequently referred to as "hot glue," has been in use a long time and is familiar to all woodworkers. The principal desirable properties of animal glue are its great strength and reliability in the higher grades, its free-flowing consistency, and the fact that it does not stain wood. So far no glue has been found by the woodworking industry to be as suitable as animal glue for hand-spreading on irregularly shaped joints, although a cheaper glue would be very desirable. The price of animal glue is the chief factor which limits its use. The fact that it is not highly water-resistant is occasionally a drawback.

Casein glue has been used commercially for a much shorter time than animal glue, and its possibilities and limitations are not so well known. It has sufficient strength for either veneer or joint work. It is used cold, and when properly mixed it can be spread with a brush. The property most featured is its high water-resistance, which makes it suitable for gluing articles to be used under moist conditions. Not all casein glues are water-resistant, however; there are some on the market which are made to compete with vegetable glue and for which no great water-resistance is claimed. Among the disadvantages of casein glues are their tendency to stain thin veneer and the relatively short working life of some kinds. It is claimed that this trouble has been overcome to a certain extent in some glues. They are somewhat harder on tools than animal and vegetable glues. Possibly this objection can be overcome by altering formulas or by using different steel in the tools.

Vegetable glues have found wide use in recent years because they are cheap, can be used cold, and remain in good working condition free from decomposition for many days. They are extremely viscous, and it is not practicable to spread them by hand. Their lack of water resistance and the fact that they usually cause staining in thin fancy veneer are factors limiting their use. They set relatively slow and for this reason are not so well adapted for joint work. Vegetable glues have been studied and developed almost entirely by private initiative, and there has been much litigation over patented rights during the past few years.

Blood albumin glue has shown notably high resistance to moisture, especially in the boiling test. This makes it particularly suitable for gluing plywood which is later to be softened in hot water and moulded. The production of moulded plywood articles has been very limited, but it offers a good field for future development. In the past the chief drawback to the use of blood glues has been the necessity for hot-pressing, but recent tests have shown that a highly water-resistant blood glue may be developed which can be cold-pressed successfully.

Liquid glues are, in general, similar in properties to animal glue. Some brands are quite equal in strength to good joint glues, but other brands are very weak and unreliable. Their great advantage is that they come in prepared form, ready for immediate use. This makes them particularly suitable for patch work and small gluing jobs. The factors which limit their use are their high price, their lack of water-resistance, and the difficulty in distinguishing between good and poor brands.

Generally speaking, present vegetable and blood albumin glues are veneer glues, while animal and casein glues are used both as veneer and as joint glues. As between animal and casein glue for joint work, if freedom from staining is important, animal glue is preferable; if water-resistance is of importance then a casein glue should be selected. Because of the necessity of heat in the preparation and use of animal glue, the casein cold glue will probably be favored if both glues are otherwise equally well adapted.

A VALUABLE LUMBER SHED

The Drake Lumber Co., Miami, Fla., claims the largest and most valuable lumber shed in the South. It was erected at a cost of $40,000 and is 130 feet wide by 420 feet long and 24 feet high. It stands on ground that has a value of $240,000, according to the prices paid last week for adjoining property. The shed has a storage capacity of nearly five million feet of lumber and is as modern in its appointments as a modern Florida hotel. The shed is equipped with lockers for the use of employees, and there are toilets and shower baths for the use of both colored and white labor.

BUYS ELYSIAN OIL FIELDS

The Waters Oil Corporation, of St. Louis, Mo., became the sole owner of the Elysian Fields Refinery, of Elysian Fields, near Marshall, Texas, in a deal consummated recently through F. B. Whitlock, general manager of the St. Louis concern, and O. Lucas, Shreveport, trustee of the refinery.

PETROLEUM INDUSTRY FINDS ITSELF FACING GREATEST DEMAND KNOWN

With the season of greatest gasoline consumption at hand, the petroleum industry finds itself facing the heaviest demands ever made upon it.

A recent survey estimates that at the end of this year there will be 19,000,000 automobiles and motor trucks registered in the United States. This compares with 17,500,000 last year.

Indicated domestic consumption of gasoline for 1925 is more than 9,500,000,000 gallons, compared with 7,781,000,000 in 1924, a probable increase of 22 per cent.

Regarding its ability to supply this year's requirements, this midseason period shows plenty of crude petroleum is being produced and in sight, and refinery operations reveal an unusually heavy output of gasoline, says the *Oil and Gas Journal*. In fact, there is some softening of gasoline prices at refineries in the midcontinent district, and whether the present close balance of production and consumption will be maintained depends largely on a continuance of favorable weather and sustained free movement of gasoline away from storage during this month and through the following summer months.

The early months of this year have been favorable in the oil industry, despite the fact that total production of light and heavy crude oil at one time reached a new high record. The fact that this great production failed to break the market and that even in spite of the large quantity production prices of crude oil and of the principal product, gasoline, advanced was due to the large increase in consumption, coupled with an actual sustained decline in light gasoline-bearing crude.

The increased production was of heavy crude, largely considered non-gasoline-bearing. The apparently anomalous situation of advancing prices in the fact of increasing production is thus explained.

More recently there has been a decline in total production from its high levels, due almost entirely to the falling off in heavy oil production, notably in the Smackover district in Arkansas. There has been an adjustment of midcontinent prices, putting lighter grades on a higher basis, and in some sections gasoline has further advanced. These developments were virtually in the nature of fulfillment as regards the definite trend apparent for some time toward higher price levels.

Greatly increased consumption continues. No immediately large new oil pool has developed, and production, as stated, has shown substantial declines. Nevertheless, several elements have cropped up prominently, which, while well worth watching, do not necessarily mean any change in the continued prosperous condition of the industry.

Industry Basically Sound

In fact, fundamentally the industry is in a healthy condition, insofar as can be determined from the complex statistical indices, as it goes through the period of greatest gasoline consumption.

One of the outstanding factors is that apparently the industry is refining neck and neck with consumption, as regards gasoline.

Stock figures just issued by the American Petroleum Institute of June, representing 65 per cent. of the refining capacity of the country, indicate that gasoline to storage increased 924,000 gallons, this representing the second consecutive month of slightly increased gasoline stocks, following a month of withdrawal. In June, as in May, production of gasoline was virtually a stand-off with current consumption.

Customarily in both these months there is substantial drawing on stocks, although last year gasoline stocks did not decline in May. In June last year, however, there was a decline of 51,000,000 gallons.

The fact that May and June this year have failed to show substantial draft on gasoline stocks, after a drawing on storage had been shown in April, is in the nature of a surprise, particularly as the April figures indicated that these stocks would probably be greatly reduced during the approaching season of largest consumption.

Stocks Held at Refineries

The Bureau of Mines has changed its California gasoline stock figures to include the product held outside of refineries, and total storage on the new basis as to May 31st was 1,717,000,000 gallons, representing fifty-seven days' supply. On the old basis, total stocks held at refineries, and total storage on the new basis as to May 1,567,000,000 gallons, or fifty-two days' supply at the rate of consumption during that month.

A comparison of gasoline stocks at the end of May over a period of years together with the number of days' supply at the rate of May consumption (domestic and exports) follows:

	Gallons	Days
1925	1,567,000,000	52
1924	1,650,000,000	67
1923	1,329,000,000	64
1922	857,000,000	48
1921	800,000,000	63
1920	578,000,000	40

These figures clearly show the improved gasoline situation this year as compared with 1924 and 1923, when there was heavy overproduction, and they show also the tendency toward a possible short condition predicted in some quarters early this year. However, in May runs of crude oil by refineries established a high record of 2,012,000 barrels daily whose gasoline yield amounted to 35 per cent., while in May, 1924, crude runs were 1,761,000 barrels daily, yielding slightly less than 35 per cent. gasoline.

Gasoline Yield Larger

In fact, despite the falling off in production of light oil this year, gasoline yield from the crude oil is larger, explainable by the increase in cracking operations and by apparent running of light oil from storage.

The susceptibility of the petroleum industry to rapid change is proverbial and at no time can the future be taken for granted. In some respects this may be termed the turning point of the year. At least it is the time when actual sales determine just how the industry stands in relation to its plans made in anticipation of this particular period.

There appears to be no present indication of higher crude price level, while maintenance of present gasoline prices depends, as stated, upon the extent to which the increase in gasoline consumption results in refiners drawing substantially on the stocks they have accumulated.

The demand for staves has improved so materially that all of the stave mills in and around Marshall, Ark., are operating to capacity. The Cowan-Copeland stave mill was not only placed to capacity operation but an additional 16 men added to the payroll. The Sisk & Treat plant also added a few extra men to the payroll.

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ASSOCIATION BULLETIN

ICC Docket 17,000—Rate Structure Investigation, Ex Parte 87—Revenues in Western District

Pursuant to recent resolution, known as the Hock-Smith Resolution, adopted by Congress, ordering the Interstate Commerce Commission to make a general investigation of the rate structure, carriers in western district have filed application for an increase in rates on both class and commodity throughout that territory, and as a result hearing has been scheduled for September 8, 1925, at the Edgewater Beach Hotel, Chicago, Ill., before Examiner Aitchison.

The association will be duly represented at this hearing by C. A. Brucker, traffic manager, and every effort will be made to keep the rates on cooperage and cooperage material at the present level.

Consolidated Classification Committee Docket No. 23, Subject No. 248

The above docket proposed an amendment to Rule 5, Section 6, of the Consolidated Freight Classification by adding the following item:

"Wooden barrels used for transportation of liquids must be able to withstand air pressure of not less than four (4) pounds per square inch."

In view of opinions expressed by various manufacturers of cooperage it was deemed advisable to enter an appearance before the committee. Consequently, request was made for hearing which was held July 24th at Chicago, Ill., and at which the association was duly represented.

We now have advice from the committee that the proposed amendment did not meet with approval and no change will be made in the present provisions of the classification.

Trade Opportunities

Societe Commerciale Mediterranenne, 12 Rue Edmond Rostand, Marseilles, France, wishes to purchase oak staves, 42 inches long, 7/4-8/4 inches thick, 8 to 16 centimeters wide. (Length and thickness are in French inches.) (Opportunity No. 15,801.)

M. Goldenberg & Co., Kesawan 127, Medan, Sumatra, desires purchase and agency for wooden barrels, preferably oak, Douglas fir acceptable, for shipping palm oil. Good quality barrels, 50 gallons or 180 kilograms net. Quotation c. i. f. Delawan-Deli. (Opportunity No. 15,802.)

Fred Jones & Co., Port Tennant Cooperage, Swansea, Wales, desires purchase red oak staves for casks, 21 by 3 inches, 5/8 inch thick, circled and jointed, kiln dried. Heads red oak, 14 inches diameter by 5/8 inch thick, rounded and bevelled for casks, dowelled together. Quotations c. i. f. Bristol channel ports. Reference, Lloyds Bank, Swansea. (Opportunity No. 15,874.)

Societe Anonyme des Etablissements Charles Verstraete, 196 Boulevard du Petit Dock, Ghent, Belgium, desires purchase of automatic hoop coilers for use in manufacture of barrels and casks. Quotations c. i. f. Ghent or Antwerp. References Banque de Gand and Chamber of Commerce, Ghent. (Opportunity No. 16,223.)

Sebastian Torres Marmanana, Calle Vicente Brull "E. T.," Valencia, Spain, wishes agency for red and white oak staves of various sizes. Quotations c. i. f. Valencia. References, Banca de Vizcaya and R. G. Dun & Co., Calle Paz 5, Valencia. (Opportunity No. 16,331.)

Further information on the above opportunities may be secured from the Bureau of Foreign and Domestic Commerce, Washington, D. C., or its district offices.

F. H. deBeche, Manrana de Gomor, Dept. W-521, Habana, Cuba, wishes quotations on 50-gallon capacity standard honey barrels delivered in carload lots c. i. f. Havana. Quotations on knocked-down and also set-up barrels.

CUBAN TARIFF UNDER REVISION—DUTY ON COOPERAGE MAY BE AFFECTED

For some time past a revision of the Cuban tariff has been under consideration. The text of the proposed revision as prepared by the Tariff Commission of the National Federation of Economic Corporations, at Havana. The basic principles of the revision are declared to be protection and encouragement of domestic industry.

Cuban forests yield tropical hardwoods mostly and large dependence must be put on imported lumber, cooperage and crates, according to the Lumber Division of the Department of Commerce. The importance of that market to the United States is shown by the export of $8,897,270 worth of lumber, cooperage, crates and other timber products in 1924.

Ordinary building lumber, boards not dressed, remains on the free list. On most other wood products, however, as on many classes of goods, the chances are mostly increases in the duties, although American products will continue to enjoy their present favorable differential.

Since tariff changes in Cuba, as in other countries, are matters of purely domestic concern, the United States can take no official action looking toward the reduction of the proposed duties on particular items so long as there is no definite discriminatory treatment of American products. Whatever the new rates of duty, however, goods of American origin will continue to enjoy the present percentage of reduction below the general duties collected by Cuba on goods from other foreign sources, in return for the similar special tariff concession granted to Cuban sugar and other products upon admission to the United States.

The proposed revision will come before the Cuban Congress for consideration when it reconvenes in November. In the meantime the Federation has presented its tariff project to its various constituent bodies in Cuba, including the American Chamber of Commerce in Havana, and representations regarding changes desired in the duties proposed on particular articles will now be heard. American exporters or manufacturers of lumber interested in the Cuban market, whose interests have not already been presented directly or through their Cuban representatives, may take the matter up through the American Chamber of Commerce in Havana or directly with the Federation.

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WANTED—Second-hand beer barrel machinery. Address DALLAS COOPERAGE AND WOODENWARE CO., Dallas, Texas.

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FOR SALE—Completely equipped tight stave mill now running. Located in southern Alabama. Abundant timber supply; excellent location. Address "M. M. M.," care "The National Coopers' Journal," Philadelphia, Pa.

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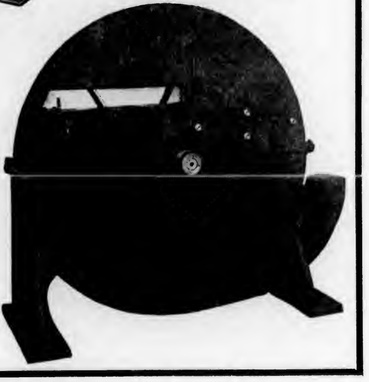
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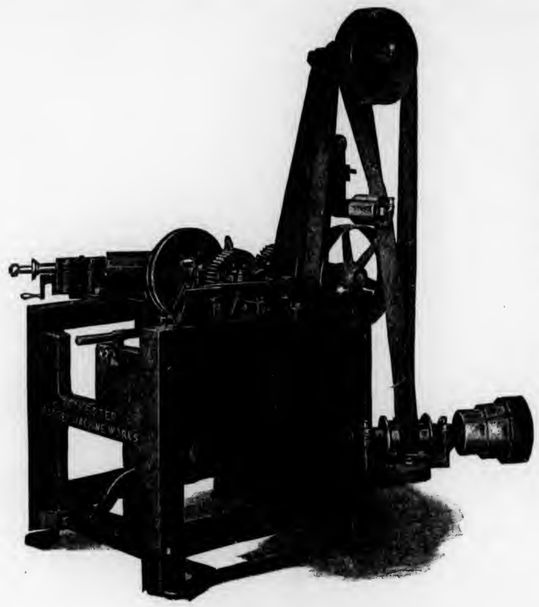

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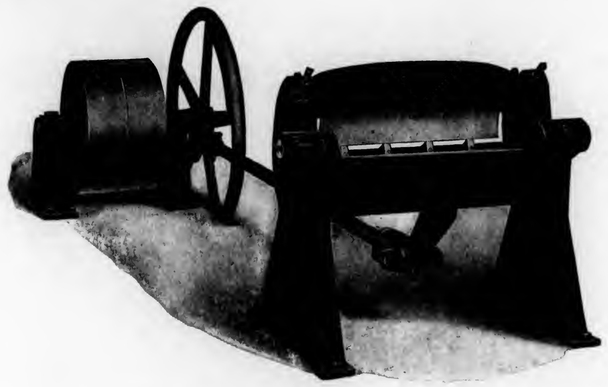

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THE NATIONAL Coopers' Journal

DEVOTED TO THE COOPERAGE INDUSTRY.

A PAPER OF GREAT VALUE TO ALL STAVE, HEADING, HOOP MANUFACTURERS AND COOPERS

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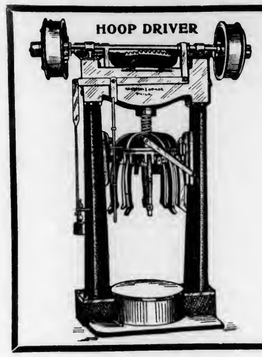

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Staves from 24 inches to 48 inches

Hoops all Lengths *Heading all Diameters*

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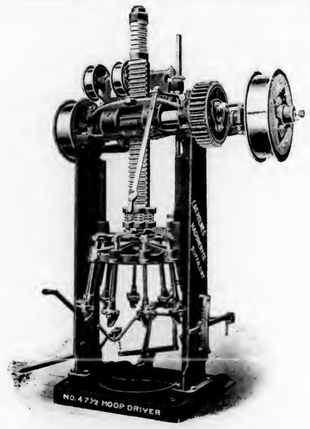

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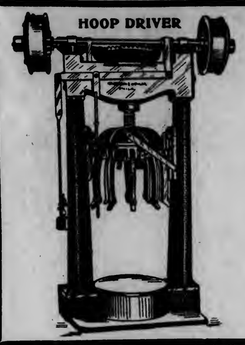

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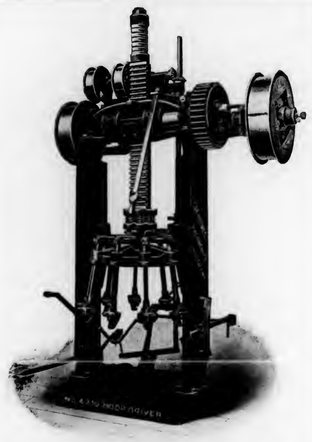

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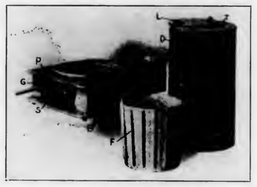
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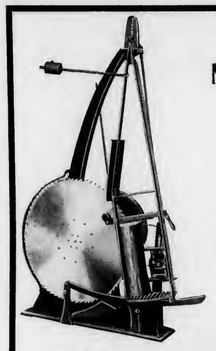

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Enormous Factory Capacity
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Cars Straight, Matched or Mixed

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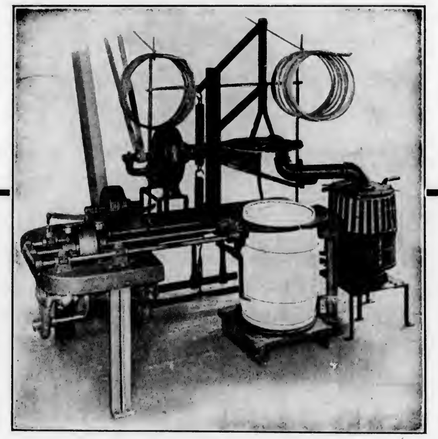

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for heading-up and hooping off all classes of slack cooperage. Repeat orders and the successful operation of every machine sold in various parts of the country, is our history to date.

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The National Coopers' Journal

FORTY-FIRST YEAR | **Philadelphia, October, 1925** | $2.00 PER YEAR VOL. XLI. No. 6

New Orleans Offers Attractive Market for Slack Stock at this Time. Numerous Consuming Lines Buying Barrels

Crops are planted in this section only during ten months of the year, August and September being usually too hot and dry for active gardening. Even in these two months, however, the truckers have been busy with their never-ending work of getting ready to begin over again. Having raised the largest crops in the history of the South they are preparing for a new high record. The coopers, of course, are in close touch with the truckers, are lining up their trade, getting additional branch shops ready and are laying in stock to be in readiness for the harvest that is to come. As a consequence this is the right market for produce stock, and this is the proper time for all those having such stock to offer to get in touch with this trade. If you have an extra good quality of No. 2, do not hesitate to say so, for there are plenty of people here who appreciate good barrels for produce, and are willing to pay for them. If, however, you find yourself caught, as the best of mill men sometimes will, with a badly off grade of No. 2, that should be classed as No. 3, if it is not beyond all classification, be honest about it, and if you make the prices right, you will find ready buyers, for there are certain products that can be carried in any kind of a barrel that will hold together, though, of course, barrels of poor quality must be sold at a low figure. Don't be afraid that dumping low-grade stock here will injure the trade. The men who begin by using low-grade barrels because they are cheap may, later on, have other products to market, and having found that for certain purposes, even a poor barrel is better than a good box, will use better barrels because they have found that they need them.

Misrepresentation of Grade a Boomerang

The important thing in working this trade is to be honest about your stock. The time when any kind of a stave would pass as No. 1, and any kind of an old clap-board would pass as No. 2 is past, and anything shipped to this market that is not quite as good as it is represented will be rejected. When stock is rejected here it can scarcely be sold at any price, freight on its return is ruinous, and you may have trouble in even giving it away. This is a good market to deal squarely with, but a very poor one to make mistakes or try experiments with. In the not very remote past some shippers of stock had so much trouble through shipping stock only a few shades under grade that they declared that New Orleans coopers were in a conspiracy to skin them alive. Don't join that band of kickers. Tell the market just what your stock is, and you will find buyers, at the right prices, and will also find that the New Orleans coopers are pretty good scouts, after all.

The lowest grade stock used here is made into oyster barrels. As September has an "r" in it, some oysters are being shipped, but the weather has been so warm that it is risky to handle them, so the real demand for oyster barrels will not come until the weather is cooler. This trade will not be large, but it will be sufficient to enable the coopers to work off any small amount of low-grade stock they may accumulate.

Many Barrel-Using Industries Active

Fish have been plentiful on the local market, but shipments to distant points have been small, though a few barrels have been used for this purpose. Some high-grade slack barrels have been used for dried shrimp, but the demand for barrels for fresh shrimp has not yet been felt.

Cucumbers are now being taken from the pickling vats, and there is some demand for pickle barrels.

There is likely to be some demand for kraut barrels later on, but this climate is not favorable to the making of kraut in large quantities, so this business is likely to be small.

The heat that has depressed some other lines of business has caused a boom in the soft drink trade, with a correspondingly good demand for barreled sugar and barreled flavoring extracts, which is a great help to the cooperage trade, for the breweries and distilleries, or their successors in the drink business, probably use more cooperage now than they did in pre-Volstead days. The empty packages that they throw on the market are a great help to the second-hand men, though even yet the supply of used cooperage is not equal to the demand. The call for new slack barrels to hold bottles is said to be better than ever before.

Kaolin and local pottery clay are now shipped in barrels, and this small item adds to the general volume of business, while a still larger number of barrels are being used for raw materials to be made into paints. This business is likely to greatly increase in volume as the trade develops.

Cottonseed Oil Production Will Be Enormous

The new crop of cotton seed is now coming in, and, consequently, the demand for oil barrels and halves, and for lard tierces and tubs, has become pretty strong.

The cottonseed products business uses so many tin cans that you might think that the barrel was being overlooked in the shuffle, but it is still going strong. The cotton oil business has grown to such enormous proportions that there is room in it for many different kinds of packages, and, of course, the wooden barrel still holds pre-eminence with the better class of the trade. The collecting, cleaning, re-coopering and sending back of the empties is quite a business in itself.

Syrup Trade Opens Early

Nothing much is ever expected from the syrup trade at this time of the year, so it is a little surprising to note that a good many syrup barrels are being made. Several of the smaller shops have been filling some fairly good orders, while the big barrel trucks of the Brooklyn Cooperage Co. can be seen on the streets daily, heaped with high-grade syrup barrels.

The trade in high-grade tight barrels, usually of oak, for use as water coolers or containers has reached considerable proportions. Some of these barrels are so well made and so highly finished that they are really works of art.

Sugar Industry Striving to Rehabilitate Itself

The sugar planters of the State are making heroic efforts to get their industry back on a paying basis, and the outlook is improving. There will be considerable cane ground here this season, and some of the sugar will be barreled at the country mills, so there will be a little business in barrels for home-grown sugar. Even that little is better than nothing, and is a marked advance over last year. The mainstays of the sugar-barrel business, however, are the big refineries, operating chiefly on imported raws. Every stock man should have them on his list. They use large quantities of bags and cartons, to be sure, but still make use of many thousands of barrels in the course of a year. They are making barrels in their own shops now, but their busy season is approaching when they will use many more, so they are stocking up now, so that the demand for stock, taken all together, is pretty good.

New Cement Plant in New Orleans

The death of the cement barrel has been reported so often that it is interesting to note that some of the contractors in this city order and receive their cement in barrels. The big cement plant on the Industrial Canal will, when completed, supply this city and a good deal of outside territory. Whether or not this plant will use many barrels is uncertain, depending, perhaps, on the ability of the cooperage stock industry to make them see the matter in the right light.

There is a large plant in this city making ready-mixed concrete. This is delivered to the users by a fleet of trucks, and in some cases the concrete is in barrels. This, of course, is a small item, but it is interesting as a new use for the barrel. Where a little work is being done, or where small repairs are to be made, it is certainly a great convenience to be able to buy a few barrels, or even one barrel, of ready-mixed concrete. The business deserves success, and is succeeding.

Forest-Fire Loss Not as Great as Generally Supposed

Everyone interested in cooperage, or any other business using forest products, must be shocked at the newspaper accounts of frequent and destructive forest fires. The total of the losses, as reported, is appalling, but then we must remember that this is a large country.

The Southern Forest Experiment Station, of New Orleans, has issued a dispatch stating that the fire loss in the forests of the Southern States for the year 1924 amounted to $27,000,000. On going further into the details, however, it is found that most of this fire loss was in cut-over lands. Timber cutters leave the cut-over lands covered with tree tops and other debris, converting them into regular fire-traps, and is is on these cut-over lands that the fire gets in its deadly work, consuming the debris, and, incidentally, destroying the young growth and retarding reforestation for years, while the fire loss to really merchantable timber has been very small.

There are in the Southern States 147,000,000 acres of merchantable standing timber, and throughout this area the fire loss figures about two cents per acre for 1924. This does not seem very serious, but the fire ravages over lands devoted to reforestation should be reduced by the removal of the combustible debris of logging and milling operations.

New State Forester for Louisiana

The fire loss in the standing merchantable timber of Louisiana for 1924 was less than one-half of one per cent. That it was so low is largely due to the efforts of the well-known timberman and forester, V. H. Sonderegger, State Forester, who, ably seconded by other prominent men, has placed Louisiana in the front rank of forestry conservation and reforestation work.

After five years of faithful service, Mr. Sonderegger has resigned his post to engage in business. He is now a director and southern manager of an international corporation devoted to professional forestry. He has opened offices for his company in New Orleans.

Our new State Forester is William B. Hine, a graduate of Cornell University, who has for the past four years been engaged in experimental forestry work here. Mr. Hine is an experienced and practical forester, and is welcomed as the right man for the place.

FRANCE BECOMING UNEASY OVER ITS DWINDLING LOG SUPPLY

The sawmill industry in the northeast of France appears to be in a critical state and sees its log supply menaced by exportation, states Consul Raymond Davis in a report to the Department of Commerce.

It is reported that in 1923 and 1924, the exportation of logs was almost double the pre-war figures. In the regions of the northeast, sawmills frequently lack raw material, are closed in consequence and the markets upset. Particular demand for hardwoods has been shown, especially for oak, and four times the amount of fifteen years ago is now being taken from the French forests.

The potential production of the French forests is diminished by excess cutting, and purchases abroad increase. As a practical measure against this state of affairs, there is suggested the establishment of an export tax on saw logs equivalent to that of the 25 per cent, *ad valorem* of March, 1924, unfortunately suspended after one month of application, affecting all rough logs of a circumference over 0.90 meters at the butt with the exception of mine timber, barked. This would have the effect of preserving for the French market an important amount of raw material.

A report by the local sawmill syndicate was approved and adopted by the local general assembly and the authorities asked to intervene for the protection of the French sawmill industry.

BRAZIL INAUGURATES A FOREST SERVICE

On the 28th of December, 1921, President Bernardes issued an executive decree providing a forest service for Brazil, but the service was not established, states Ambassador E. V. Morgan, Rio de Janeiro, in a report to the Department of Commerce. The Minister of Agriculture, however, called a convention in Rio de Janeiro between the 1st and 5th of September, at which preliminary regulations covering a comprehensive service were drawn up and steps taken to put the new department on an actively functioning basis. On July 26th the minister published the text of the decree in the "Official Gazette," together with the text of the draft regulations prepared by the special forestry commission.

Cooperage Plants in the Louisville District Are Running on Full Time Basis. Business Brisk at Present With Bright Outlook for Coming Season

Movement of tight cooperage is rapidly improving and some local companies have more new business than they can take care of, but almost all the demand is for immediate delivery and there is no large amount of business in hand for delivery at any distant date. Most mills are operating at about capacity, and are gradually getting their production up on kegs and barrels. Slack cooperage is not so active at present, due to the apple crop suffering damage from drouth.

It is reported that the vinegar, pickle and general packers of food products are now in the market in a very fair way, while the cottonseed oil interests are beginning to show signs of life, putting their plants into readiness by renewing and reconstructing their equipment for a big season's run.

Prices Firm

Prices show no material change, although there is a slight tightening up in quotations, as some of the barrel plants for the time being have as much business as they can handle efficiently.

It is admitted that the severe drouth of the late summer, following a very dry year, played havoc with crops and probably cut down package demand somewhat, especially on slack cooperage. A drouth of six weeks or more was finally broken on September 12th by good rains, which have helped second-crop potatoes and some other lines materially. In some orchard localities apples dried and fell from the trees before maturity in such volume as to materially reduce the crop. It is reported that pickles are in good supply, and are creating a good demand for packages, both in red and white oak.

The Tight Barrel Market

In less than car lots, local quotations are ten to fifteen cents higher than in car lots on kegs, and about 20 cents greater on barrels. Less than car quotations in Louisville read as follows:

Gals.	Red Oak	White Oak	Spirit	Charred Spirit
1	$ .70	$ .75	$1.00	$1.15
2	.75	.85	1.10	1.25
3	.85	.95	1.25	1.40
5	1.00	1.10	1.90	2.00
10	1.35	1.50	2.10	2.30
15	1.55	1.65	2.40	2.60
20	1.70	1.75	2.80	3.00
25	2.00	2.10	3.15	3.35
30	2.15	2.25	3.25	3.65
45	2.65	2.75	4.25	4.65
50	2.75	2.85	4.25	4.65

In gum packages prices are steady, 45 to 50-gallon barrels in less than cars selling at around $2.35, with the 15-gallon package $1.40. Red oak oil barrels in quantities can be had at $2.50 and under, probably in standard sizes, with white oak at around $2.65; spirit, $4 to $4.50; and charred spirit, $4.40 to $5.

The Tight Stock Market

The tight stock market is a shade stronger than it was, some mills in the South closing up stave and heading prices, and asking $32.50 to $35 a thousand for red oak oil staves at mill. Some distressed stock is said to have been bought as low as $27 at mill within the past month or so, although there is no good stock to be had today at under $32.50. White oak is $40 to $45, firm; 36-inch gum staves are $30 to $34; red oak circled heading, $35; white oak, $37; gum, $32.

Slack Prices Continue Unchanged

No change is noted in slack package prices, flour barrels being about 80 cents in car lots, and produce 65 cents, less than car prices being 5 cents a package higher. The flour mills are running at capacity, but not taking many barrels, as demand is for flour in paper and cotton, principally paper today.

Cooperage Plants Busy

The Chess & Wymond Company states that business has improved until the company is running about 2,750 packages a day, including kegs and barrels. This is a greater volume of production than the company has enjoyed for a long time past, and new business is being booked at better prices than were quoted previously.

J. N. White, of the Louisville Cooperage Company, reports very fair barrel and keg business, the company having more business in hand than at this time last year, with good prospects for activity for some weeks to come. The slack barrel department has not been very busy, due to slump in apple prospects.

The Atlantic Tank & Barrel Company has a substantial amount of business in hand, and is actually busier than at any previous time in over a year. This company has a large capacity when running full time.

J. W. Wilcox, Sr., of Irvine, Ky., and Charles M. Shaw, of New York, president of the Prudential Life Insurance Co., are two men behind the formation of a million dollar oil shale plant at Irvine, which is to produce oil, carbon black, cement, brick and various products, as working up oil shale economically means production of numerous by-products, including dye.

Notes of the Trade

Eastern Kentucky stave and heading mills of the Louisville Cooperage Co. over the past month or so have been operating at about one-third capacity, due to shortage of boiler water.

In the southern country it is reported that production of staves and heading has been greatly hindered by scanty common labor, which has been attracted by the high wages being paid in the cotton fields. The extremely dry weather, with its consequent shortage of water, is also a contributory factor to the low output.

The Gulf, Mobile & Northern R. R. and Mississippi Central R. R. have asked Louisville entering railroads to restrict the milling in transit privilege at Louisville, so as not to include raw material originating on those lines. However, Louisville is handling a good deal of stuff produced on those lines, and the Southern Hardwood Traffic Association will protest and fight to prevent any change in the existing conditions.

The largest attendance ever experienced is expected at the National Canners' Convention, which is to be held here in January. The association has arranged for 2,200 hotel rooms this time, as against 1,200 reserved for the last convention held by the body in Louisville.

W. N. Willis, of the Chess & Wymond Co., connected with the lumber department, is on a trip to the West Coast, accompanied by Mrs. Willis. It is a combined business and pleasure jaunt.

J. S. Thompson, manager of the Louisville office of the Southern Hardwood Traffic Association, is spending a vacation at Bushnell, Ill., having recently motored to that point with his family.

TEXAS FORESTRY HEADQUARTERS MOVED SO AS TO WORK IN CLOSER HARMONY WITH LUMBER MANUFACTURERS

The headquarters of the State Forestry Department of Texas have been moved to Lufkin, Texas, from College Station, the new headquarters being under the jurisdiction of Chief Forester H. J. Eberly. All of the tools, equipment and records of the department were moved to that city last week.

It is the purpose of the department to work in closer harmony with the lumber manufacturers and timber owners of East Texas, the real forest section of the State, and to that end every effort will be made to meet the wishes of all such in regard to forest fire prevention, co-operation in the reforestation of cut-over lands and the combating of timber disease, pests and the best methods of growing trees.

Plans for conducting experiments in reforestation on all the three leading pine species of the State are under way by State Forester E. O. Siecke, who will continue to make College Station his home. The three species are shortleaf, longleaf and loblolly, and arrangements are under way for securing 1,600 acres in the southwestern portion of the pine-growing belt, on which the experiments will be conducted for the growing of loblolly, acreage for the other two having previously been secured. The shortleaf pine experimental station will be located at Maydelle, in Cherokee County, and consists of 2,150 acres of land. The plot for experiments in longleaf culture consists of 1,700 acres and is located near Kirbyville, in Jasper County. All three tracts are land ideally suited for the experimental culture of the species assigned them.

THE JACOBS ORGANIZATION EXPANDS

The Jacobs family, home-town, Milwaukee, Wisconsin, waxeth ever greater in number and versatility. Let a scion of the house of Jacobs make a barrel, sing a song, or step the "Charleston," and no one can do it better. New laurels were added to the record of family achievement in the recent qualification of Kenneth Jacobs for the title of "daddie"—he, if the announcement is authentic, is the doting papa of a brand-new boy. The new member of the family will be groomed for an executive position with the K. W. Jacobs Cooperage Company. His formal introduction to the trade will be announced at a later date.

BUFFALO COOPERAGE MARKET

The slack cooperage demand has been lighter recently than it was during the early part of the summer. The export demand for flour has shown a decline, and the flour mills are not able to place many orders for barrels. Country coopers report that apple barrel demand has not been at all heavy recently. Some shops that ought to be busy at this time are shut down.

Commercial Apple Crop Larger than Last Year's

Official report from the State Department of Farms and Markets is to the effect that the apple crop will be slightly larger than last year. The Baldwin apple makes the best showing, with fair outlook for King and McIntosh, and poor prospects for Greenings and most other winter varieties. The commercial crop is estimated at 4,809,000 barrels, compared with 3,738,000 barrels in 1924.

Packing Association Brands First-Quality Fruit

The Western New York Fruit Growers' Co-operative Packing Association will hereafter pack all first-quality apples, peaches and pears under the copyrighted brand name of "Yorkwin." It is expected that this action will serve to popularize New York State fruit.

The above association is composed of fruit growers grouped in 22 locals, each of which operates a packing house. The principal pack is apples, and about 1,000 carloads are counted on for this season. While the association is growing, not all is harmonious among the members. The fruit growers at Hall, Ontario County, propose to terminate their sales contract of five years with the association. They claim to be dissatisfied with the sales plan and that the contract was made void through the insertion of a clause permitting its concellation after one year. It is also claimed that a warehouse project for Lockport members was waived.

Slack Stock Quotations

Slack material prices are fairly steady and are quoted September 19th as follows: Six-foot hoops, $15.75 to $16; six-foot-nine-inch hoops, $16.75 to $17; 17⅛-inch basswood heading, 14 to 14½c.; No. 1, 28½-inch staves, $15 to $15.50; 30-inch, $15 to $15.50. The 30-inch staves are ordinarily higher than 28-inch, but coopers report that both are now being offered at about the same price.

A Butter Tub Romance

A story of butter tubs that contained a fortune comes from West Martinsburg, a hamlet in Lewis County, N. Y., and it reads like fiction, though vouched for as fact. About two years ago William Rook passed away at his farm, and a few months later his son, George L. Rook, returned to the old farm to make it his home. He put the house in shape for living there, and then cleared out the basement, where he found a number of old boxes and barrels, as well as several butter tubs. Opening up the butter tubs he found $25,000 in currency. Nobody had known of the presence of the money, which had evidently been put there by the elder Rook, instead of entrusting it to a bank. It may well be supposed that George Rook did not leave the money long in the butter tubs, and perhaps he looked forward to many years of comfort as the result of investing the $25,000 in some good, solid stocks or bonds, and to spending some part of the unexpected hoard in travel and in making improvements to the home. However this may be, George Rook died on September 7th, at the age of 58, after only a few months as the possessor of an unexpected fortune. A fiction writer would have given the story a different ending.

Trade Notes

A certificate of incorporation has been filed here by the Fetter Steel Barrel Corporation, which will manufacture and deal in barrels, boxes and other containers. The directors are all Buffalo men: Daniel H. Stoll, a manufacturer of presses and sheet metal working machinery; A. G. Bartholomew, lawyer, and Ralph S. Fetter.

Willis K. Jackson, president of Jackson & Tindle, is making a week's visit to the company's mills at Pellston and Munising, Mich.

Alfred M. Little, of the Niagara Cooperage Co., Lockport, N. Y., took in the Toronto Exposition on Labor Day, and later looked over stock at the Hamburg Fair.

A good many windfall apples are likely to go to the cider mills and vinegar plants this year, particularly in Wyoming County, where a tornado wrecked some of the orchards recently. In one orchard at Bennington Center only a single tree out of 122 was left standing. The ground was covered with apples stripped from the branches. The countryside had the same battleswept appearance as Lorain and Sandusky, Ohio, at the time of the big tornado there a year ago.

PULSE OF THE TRADE

EXPECTS TRADE REVIVAL SOON

Bailey Bros., Luray, Va.—Trade has been a trifle dull with us for the past few months, but we think it is going to pick up considerably in the near future.

PRICES SO LOW MANUFACTURERS REFUSE ORDERS

Joel Beckwith, West Union, W. Va.—I could sell a large volume of material if I would accept prices which are below the cost of production. Due to the low market, I am keeping some of my equipment idle.

SHORT APPLE CROP AFFECTS DEMAND FOR BARRELS

George Benkert, Central Park, N. Y.—We will not need much cooperage here this season as the apple crop promises to be rather short. Believe we have enough material on hand to cover the demand this year.

GOOD CROP OF LATE APPLES WILL CREATE BIG DEMAND FOR BARRELS

J. H. Beaver, Esopus, N. Y.—A severe hail storm in July destroyed a good part of the apple crop in this vicinity, which will curtail barrel sales to a large extent for me. Where the hail did not hit, the crop is fair, and we expect a good demand for barrels for late apples.

APPLE BARREL DEMAND GOOD—OTHER ITEMS QUIET

The Weinrich Cooperage Co., Burlington, Iowa.—Business is good with us now on apple barrels, although other seasonable lines are quiet. We are optimistic on the general outlook, and believe that fall business will be very good. We are in the market for a car of 17⅛-inch hardwood heading.

HEADING MARKET IS IMPROVING

Alabama Cooperage Co., Calera, Ala.—We are pleased to advise you that the pine heading market seems to be improving, and it certainly needs to improve, as prices have been much under cost of production. The outlook for the near future is good, and if there is not too great an increase in production we believe prices will increase to where the mill man can make some profit for a few months.

TIGHT STAVE BUSINESS PROSPECTS ARE GOOD

W. R. Wrape Stave Co., Little Rock, Ark.—The outlook for the stave business for this year is good. Both demand and prices on white oak and red oak staves are better than they were the first six months of the year. However, we do not expect a large production of staves this fall as labor is scarce and timber costs high. Selling prices will have to increase considerably to warrant any heavy production.

BUSINESS QUIET—PRICES UNSATISFACTORY

A. G. Bailey Cooperage Co., Washington, D. C.—Business is quiet, as is usual at this season of the year, and we can not see much in the way of better prices for cooperage for the rest of the season. We are in the market for one million M. R. 28½ x ⅝-inch cylinder-sawn pine staves with ⅝-inch bilge for shipment at the rate of three cars per month, beginning in October. Would be pleased to receive prices on this stock.

CONDITIONS SHOULD IMPROVE FROM NOW ON

W. M. Barron Cooperage Co., Aurora, Ill.—We expect average business on poultry barrels this season. While the flour-barrel business has dwindled of late years, the prospects are better this year than for several years past. Up until 30 days ago the Ozarks had the best prospects for a big crop of apples they have ever had. However, the drought has cut the total crop from one-fourth to one-third. We have had several rains the last few days, so conditions should improve.

DROUGHT IN TEXAS CURTAILS DEMAND FOR BARRELS

The Waco Barrel Co., Waco, Tex.—Business has been quiet all summer because of the drought which affected this region and caused considerable damage to practically all crops. However, we are expecting a busy season this fall. While turkey and poultry shipments will not be as heavy as they were last year, they will require a substantial number of packages. Our local trade has shown considerable improvement.

NEW METHOD OF RECLAIMING DAMAGED CIRCULAR SAWS BY USE OF OXY-ACETYLENE BLOWPIPE

When a circular saw, driven at a high rate of speed, runs into a spike, teeth are ripped out and sometimes the saw itself is badly cracked before it can be stopped. If a saw is driven too fast, the extraordinary rim speed is likely to cause cracks. If the saw is run too long after it becomes dull, it will run out of the log and crack in the center, and sometimes break the entire center out.

These cracks running through the eye of the saw complicate the welding problem somewhat. Other times they run to the edge, either cracking the tooth or causing cracks in the gullet. In any instance, with the proper handling, damages can be corrected with the oxy-acetylene welding blowpipe—at least one concern specializing in this work has been very successful. These people experimented with other methods of repairing cracks, but were unsuccessful until the oxy-acetylene process was tried.

When teeth are broken out no attempt is ordinarily made to weld the old teeth into the saw. A new piece of metal is used which, after it has been welded in place, is ground to shape. Oxweld ⅛-inch No. 3 nickel steel welding rod is used.

When welding teeth and cracks which extend to the edge of the saw, the problems involving expansion and contraction are not especially difficult. Welds are made, beginning at the inside end of the crack, and extending to the edge. During welding, the weld is hammered as short sections one inch to 1½ inches long are made, thus keeping the saw edge straight and true. It also refines the grain of the weld metal, making it actually a forged section.

Cracks in the center of the saw that do not run to the edge, represent a more difficult problem. These cracks are beveled before welding, and as the weld proceeds, short sections are peened as described above. This hammering prevents the crack from extending, prevents distortion in the saw itself, and, properly done, makes preheating unnecessary. It has not been found necessary to clamp the saw down, or to weight it in any way. Careful manipulation of the blowpipe, and careful handling as the weld progresses, take care of any possible difficulties from the welding heat.

When the crack extends through or near the eye of the saw, a square section is cut out and a new piece, properly drilled at the center, is welded in its place. The welding practices here are the same as for other types of cracks. As soon as welding is completed, the saw is ready to go to the mill.

ALCOTT EUREKA BARREL HEATERS GAINING IN POPULARITY

According to a statement contained in a recent communication to The Journal from C. Theodore Sedgwick, popular demand for Alcott Eureka Barrel Heater has forced its manufacturers to enlarge their plant in order that a growing volume of business might be handled satisfactorily.

This item of barrel manufacturing equipment has been on the market for many years and barrel makers throughout the industry hold it in high regard for its simplicity of design and efficiency in operation. By reason of the expanded production facilities mentioned in Mr. Sedgwick's letter, the factory is enabled to fill orders of any size for complete heaters or replacement parts with unusual promptness—a full stock of parts and finished units being carried on the warehouse floor at all times.

CADIZ TIGHT STAVE DEMAND FOR 1925

Consul Lucien N. Sullivan, Cadiz, Spain

"During the first seven months of 1925, imports of tight staves at Cadiz amounted to 6,331 metric tons. One more cargo will probably bring the importations up to the total amount for 1924, and it is expected that arrivals before the end of the year will make importations for 1925 even greater than those for 1923, which were in considerable excess of the 1924 receipts. Reports on the grape crop for this year continue favorable. But even allowing for an abundant grape crop and the corresponding production of wine, it is believed that the tight cooperage stock now on hand will be more than sufficient to supply all demands for the immediate future."

WILL OPERATE STAVE MILL

A stave plant with a capacity of 10,000 staves a day will be erected at Grayson, Louisiana, by the Columbia Timber and Manufacturing Company, of Columbia, La. The new mill will engage in the manufacture of red and white oak staves.

WANTS IN COOPERAGE LINES

The Weinrich Cooperage Co., Burlington, Iowa, is in the market for a car of 17⅛" H. W. heading.

A. G. Bailey Cooperage Co., 14th and H Streets, N. W., Washington, D. C., is in the market for one million M. R. 28½ x ⅝" cylinder-sawn pine staves with ⅝" bilge, for shipment at rate of three cars per month, beginning in October. They will be pleased to receive quotations on this stock.

SUBSCRIBES TO "THE JOURNAL'S" "QUALITY" URGE

The vast majority of cooperage manufacturers recognize the economic wisdom of maintaining a high standard of quality in their products, both as a matter of individual advantage and for the benefit of the industry as a whole, however, the tendency to ignore a slight recession from high-grade is ever prevalent and the trade can be held tightly to the mark only by being reminded constantly and unceasingly of the inevitable penalty of loss of patronage that stalks in the wake of poorly-made stock.

The Journal's policy of stressing the item of "quality" in cooperage products finds a warm supporter in G. P. Clerin, president of the Clerin-Johnson Cooperage Company, who, in a recent communication to the editor, writes as follows:

> "We are glad to note that you are continually hammering on the proposition of the manufacturers making good stock—well dried—and also advising the cooper shops to make and only ship well-made barrels. Good stock and well-made barrels will keep the trade more than anything else. A consumer getting a barrel that will shrink or one that is poorly made, values the proposition of using barrels less and less, and his receiving such stock hurts the barrel business more than anything else."

CONSOLIDATION OF COTTON OIL COMPANIES COMPLETED

Formation of the Wesson Oil and Snowdrift Company as a holding corporation for some of the most important operators in the cotton-oil industry, was announced in New Orleans recently by A. D. Geoghegan, president. This step completes the consolidation of the Southern Cotton Oil Company, the Southport Mill and subsidiaries into one organization, which is now the largest producer of cotton-oil products in the world.

Headquarters of the company are now being moved to New Orleans, and the unified control of the company's many plants scattered over the entire South will be centered in this city. These plants embrace every step in the cotton-oil industry, from numerous ginneries, 68 crushing mills in strategic locations, peanut shelling and crushing mills, and by-products plants and auxiliary plants, to the six large refineries located in Chicago, Memphis, New Orleans, Savannah and Bayonne, N. J.

STEADY HARDWARE CALL HELPS NAIL AND BOLT KEG TRADE

The demand for hardware continues consistent, according to reports from the various hardware market centers, says Hardware Age. The month of August started off favorably and business generally is expected to exceed that of last year. Favorable weather conditions have helped the average retailer move his stock of seasonal lines and has also brought him frequently into the wholesale market with numerous fill-in orders.

STEEL PLANT SOLD

Sale of the Louisville Sheet and Steel Company's plant, Canton, Ohio, to the Hiner Structural Steel Company, is announced by Judge H. C. Pontius, trustee in bankruptcy. Judge Pontius was appointed trustee with power to sell the plant three years ago when bankruptcy proceedings were started.

The Hiner Structural Steel Company is headed by Guy C. Hiner, who was president and general manager of the Canton Bridge Company, recently sold.

WHITEHOUSE BARREL COMPANY BUILDING LARGE WAREHOUSE

The Whitehouse Barrel Company, Hastings, Fla., is adding to their plant equipment by the erection of a warehouse of 50,000-barrel capacity. With the storage space under construction the company will have ample facilities to carry a heavy stock of made-up containers.

THE NATIONAL COOPERS' JOURNAL

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Remittance may be made by draft, postal order, money order or check to the order of "The National Coopers' Journal."

CORRESPONDENCE

The columns of The National Coopers' Journal are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

Our readers will oblige us, when writing to parties advertising in our paper, if they will state that they saw it in the advertisement in "The National Coopers' Journal." This is little trouble, and costs nothing, but it helps us and is information wanted by advertisers.

PUBLISHER'S STATEMENT

Statement of the ownership and management of "The National Coopers' Journal," published monthly at Philadelphia, Pa., required by the Act of August 24, 1912, of the new postal regulations, which went into effect Oct. 1, 1912.

Note.—This statement is to be made in duplicate, both copies to be delivered by the publisher to the postmaster, who will send one copy to the Third Assistant Postmaster General (Division of Classification), Washington, D. C., and retain the other in the files of the post office.

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(Signed) M. E. DOANE,
Manager.

Sworn to and subscribed before me this 21st day of September, 1925.

KATHARINE SCHUEHLER,
(Seal) Notary Public.
(My commission expires April 1, 1927.)

THE NOVEMBER CONVENTION

The Convention of The Associated Cooperage Industries of America, which is scheduled for West Baden, Indiana, on the 9th, 10th and 11th of next month, should be an inspiring meeting. It has been quite a few years since general business conditions were as promising as they are at present, and it is certain that the verve and stimulus with which trade is animated today will be reflected in the attitude of the host of cooperage producers, dealers and consumers who will gather at the meeting place. There are numerous subjects of vital interest which will be presented for the consideration of those attending the gathering, but it is entirely probable that the item that will receive the greatest attention, and yield the most satisfaction in its discussion, is the clearly apparent improvement which the cooperage business has developed over the past few months.

The betterment in trade is not localized, nor is it confined to any particular area or section of the country, but is a widespread and general manifestation which is discernible in every direction and at every point in which cooperage is a factor of importance. The phenomena is all the more gratifying to the industry inasmuch as it is basically sound and built on a solid foundation. Trade at present has every element of stability and presents convincing evidence of a healthy expansion to come during the approaching winter. Authentic reports emanating from every producing section reveal a brisk demand for stock and containers, and price trends disclose a gradual progression toward the point where a fair and reasonable margin of profit will be returned to stock producers and barrel manufacturers.

We hear less and less the plaint of the producer that business is being carried on at a loss. The old cry, which in the past few years had almost assumed the status of a slogan, is gradually falling into disuse, and the worried and harassed look is slowly but surely disappearing from the collective countenance of the industry—it is being replaced by a more satisfied expression, and even a smile or two is occasionally encountered. Figuratively, the cooperage trade is beginning to perk itself up a trifle, and is enjoying a more complaisant state of mind than it has experienced for some years. With the sunshine of satisfactory business conditions thrusting itself through the fog of depression in which we have been enveloped for some time past, we have every reason to be optimistic and to look forward with confidence to a period of prosperity.

Granting a rosy prospect for the coming year, the meeting at West Baden should be characterized by an enthusiasm which must inevitably be beneficial to the organization as a whole and to the individual members who comprise it. It is to be hoped that the attendance will represent the full strength of the association, and that the same spirit of cheerfulness, which is today prevalent in every cooperage center, will make itself manifest in the various discussions and debates which the convention will develop.

IMPROVED DEMAND LIKELY TO BRING YEAR'S BUSINESS AVERAGE UP TO NORMAL
—C. M. VAN AKEN

It is doubtful if there is any other line of business where the mental attitude of buyers and sellers has more of a direct effect upon prices than in the cooperage business.

During the year there has been a fair demand for cooperage. When the end of each month came around, it was found that the sales were not so far away from corresponding months of last year, but there has been a feeling among the buyers that they could get what they wanted when they wanted it, that waiting would not make them lose money, but waiting might save them money, so they have waited. They have been buying sparingly; the mill has been holding the bag and prices kept right down to or below the cost of production. During the past few weeks, the situation has changed somewhat. A little spurt occurred in some of the fruit districts at a time when most of the common labor around the southern mills wanted to pick cotton. As a result, the buyers began to feel that maybe they could not get what they wanted just when they wanted it. Instead of buying one car, they have been buying two, three or five of them, and the mills are taking this opportunity to get back some of the money they lost during the early part of the year.

It, of course goes without saying that the September cooperage business in the east has been good. In the fruit district the crop is turning out a little better than has been expected, so that the material bought in that line has been for immediate consumption. Along promiscuous lines there does not seem to be any marked increase in the barrel business, but there has been a marked increase in the cooperage orders from that source. It is quite likely that this condition will continue during the balance of the year, and if it does, the year's business is not going to be so awfully bad after all.

ACCIDENT'S TERRIBLE TOLL

It is with interest we note the recent statement issued by W. H. Cameron, managing director of the National Safety Council, to the effect that since the inception of that organization the lives of more than 231,000 persons have been conserved as a result of the introduction of educational methods and safety devices designed to prevent accidents. Although pointing with pride to this remarkable achievement, Mr. Cameron laments that last year 85,000 Americans—men, women and children—were killed upon our streets, in our homes and while at work.

That at least 65,000 of these victims of accident would be alive today if more people had shown a real interest in the safety movement, is the declaration of the council's executive. He lays stress on the fact that accidents do not just happen but are due to definite causes. Remove these causes and the results are eliminated, points out the safety leader. According to Mr. Cameron, about 90 per cent. of all accidents can be avoided through the introduction of educational methods and safety devices. These statements are supported by statistics kept by public utilities, corporations and firms engaged in accident prevention work, who have kept careful check of the number of fatalities that occurred both before and after the institution of safety campaigns.

The lack of universal interest in safety work is attributed to the fact that while the industrial costs of accidents total billions of dollars yearly they are spread over thousands of plants so that the price the individual owner of a plant pays is comparatively small when considered with the gross amount of business done during a year.

SURVEY OF FEDERAL RESERVE BOARD SHOWS DEFINITE IMPROVEMENT IN GENERAL BUSINESS

Surface indications of definite improvement in the nation's business positions were confirmed in observations made public recently in a survey by the Federal Reserve Board which was described by economists as the most optimistic of the kind it has issued in several years.

Government economists asserted there could no longer be any doubt as to the general improvement throughout the commercial world, and insisted that the progress thus made in the United States has been greater than in any other major country. The Reserve Boards review was confined to the United States, but it went at length into all phases of the improvement, declaring:

"The course of business in recent months has been characterized by a rise in prices, an upturn in industrial production after several months of decline, a continued growth in building construction and an increase in the volume of commodity distribution.

"This increase in business activity has reflected a sustained demand by domestic consumers, both rural and urban, and by foreign purchasers of American products, particularly grains and cotton. With commodity distribution in relatively large volume, stocks of commodities have continued to be at a comparatively constant level.

"Commercial demand for bank credit has recently increased, but the volume of loans for industrial and commercial purposes is still below that of the opening of the year. A large growth in the volume of loans on securities, however, has carried the total of loans and investments to a higher level than at any previous time. Conditions in the money market in recent months have been firmer than earlier in the year, and money rates have remained considerably above the exceptionally low level of last year."

COST AND CONSCIENCE

A good conscience appears in the light of an economic asset in the study of trade abuses that is being made by the Committee on Trade Relations of the National Distribution Conference organized under the auspices of the Chamber of Commerce of the United States. In other words, questionable trade practices are not merely unethical. In the long run they do not pay and the committee has set itself to the task of ascertaining and listing practices of this kind.

"Obviously," concludes the group of business men who are embarking upon this study, "there is not a single business practice described as unethical for which some one does not bear a heavy cost. On returned goods and cancelled orders the manufacturer must frequently take a loss when selling to another customer. The retailer who has been oversold must resort to markdowns which cut into his profit, and the manufacturer may discover to his dismay that by over-feeding the retailer he has killed the goose which was laying him golden eggs. Delayed deliveries are a loss to the retailer by the amount of trade which his competitor, whose shelves are filled earlier in the season, may take from him. And so on through all the list of practices.

"Even when the would-be performer of an unethical act is finally prevented from performing it, the overhead cost in arranging for a settlement may be very large. Every business owner can recount stories of long series of correspondence between two organizations over a few cents of wrong charge."

AID FOR TRADE ASSOCIATIONS

Attorney General Sargent has just issued a statement announcing that trade associations may submit existing or contemplated activities to the Department of Justice for a study of their legality, and will be advised if such actions are in violation of the law. This is a complete reversal of the attitude heretofore maintained by the department under which it has refused to make any comment whatsoever regarding an association practice, the change probably being inspired by the recent decisions of the United States Supreme Court in the cement and maple flooring association cases.

The attorney general indicated that it is the desire of his department to co-operate to the fullest extent possible with legitimate organizations. Any plans of activity submitted will be referred to the anti-trust division for study, and the association will be advised whether specific lines of operation are in conflict with the law or not.

The inference from the attorney general's attitude is that if any association submits plans of operation to the department and some illegal or questionable practices are disclosed, there will be no prosecution if such activities are dropped immediately attention is called to them, for there would be nothing to be gained by an injunction suit against a practice no longer carried on.

A British Bishop Comments Upon the Incompatibility of Prohibition and Freedom

The Bishop of Durham, Eminent English Divine, sees liberty and individual freedom gradually diminishing under democratic government

The August 5th issue of the "Westminster Gazette," one of England's leading metropolitan dailies, carried an article by a prominent British ecclesiastic, the Bishop of Durham, which deals with a question of both social and economic importance to a large part of the cooperage industry. It is reprinted as a matter of general interest, without either the endorsement or adverse criticism of THE JOURNAL. It ran as follows:

"Prohibition may, or may not, be desirable in itself; its adoption may, or may not, be expedient; but one thing is beyond dispute, namely, that it is another and a formidable limitation of personal liberty. Time was when that consideration would have sufficed to render suspect, if not to condemn outright, any policy proposed for the acceptance of freedom-loving Englishmen. But times have changed, and the latest version of democracy presents many novel and surprising features, among which, perhaps, none is more perplexing and disconcerting than its contempt for the rights of the individual. Personal liberty is of no account with modern democrats. 'Few things are more curious,' wrote Lecky, 'than to observe how rapidly during the past generation the love of individual liberty has declined; how contentedly the English race are submitting great departments of their lives to a web of regulations restricting and encircling them.' Are there *any* limits to this whittling away of private freedom? The question begins to shape itself in the mind of a considering student of modern society, whether indeed the individual has *any* rights which are inherent and indefeasible. For, indeed, if such rights do exist, it would seem difficult to exclude from them the right of a man to decide for himself, without interference, what he shall eat and what he shall drink. That in his exercise of this right, as of every other, he must respect the rights of others, and not inflict injury on society, may go without saying. But the right itself is independent of the conditions under which it may be rightly exercised. It is secured to him by a title which both church and State must respect, for it inheres in his manhood.

"'Most vague, and indeed incapable of definition,' writes Lord Bryce, 'are the matters that belong to the category of rights of the individual. Thinkers are not agreed as to what these rights are, yet *none doubts their existence and their title to be protected.*' Conscience, home, property, personal habits—these constitute the sphere in which freedom must be secured, if it is to be in any true sense freedom at all. Political franchises are worthless if they consist with the withdrawal of social liberty: and even economic independence would be dearly purchased if the price required were the forfeiture of private freedom. All this would have seemed obvious once. Today the man who reasons thus is in danger of being swept aside as 'a back number!'

"Liberty fares hardly in modern democracies. Partly this is an inevitable result of the vast scale and close interlocking of society. When individual action affects the interests of others so closely, it can not be matter of indifference how it is exercised. Urban life in its modern forms tends to develop a type of character which cares little for personal freedom, and sets great store on uniformity. From childhood onward the citizens of a modern State are accustomed to supervision and control. State schools lay the foundation, organized industry builds on it, organized politics exploit it. Personal liberty is on the way to perish in the minds of the citizens. Who shall fight for a treasure he has never possessed? The war disclosed the fashioning power of propaganda. We know now that human nature is wonderfully ductile. It can be shaped to order. Armed with the weapon of education, what may not the modern State effect? Can it not fashion its citizens to match its policies, and dispense with the old perilous necessity of commending its policies to the approval of free citizens? It is not insignificant that the triumph of prohibition in America was largely secured by a steady propaganda in the schools.

"Democratic indifference to personal liberty has been linked in America with the tyrannous tradition of Puritanism. Protestants have shown themselves as intolerant in the region of conduct as Catholics in that of opinion, and in a secularist age the former intolerance is likely to be more hotly resented than the latter. For one man who feels himself injured by condemnations of opinion, there are a hundred who protest hotly against any interference with practice. In this controversy about prohibition the churches are divided. On the one side are the Protestant churches of Puritan ancestry; on the other are the Roman Catholic, Anglican and Lutheran churches. The reason is not obscure. In the Puritan churches the rank and file have an importance which has no parallel elsewhere. Prohibition is the policy of the rank and file, and it betrays its origin by its crudity and violence. As a method of moral reformation, of course, it is plainly futile. To remove temptation is not to secure morality. Milton stated the truth in his own incomparable fashion when he wrote in the Areopagitica:

"'They are not skillful considerers of human things who imagine to remove sins by removing the matter of sin. Though ye take from a covetous man all his treasures, he has yet one jewel left. Ye can not bereave him of his covetousness. Banish all objects of lust, shut up all youth into the severest discipline that can be exercised in any hermitage, ye can not make them chaste that came not thither so.'

"It is, indeed, strange that the Puritans should be so unteachable. The failures of Puritan reformations are writ large on history; and yet, in face of every social evil which emerges into special prominence, Puritanism has still no other policy than the old discredited policy of suppressing abuse by prohibiting use. Partly, perhaps, the reason lies in its indifference to culture, and in the relatively low intellectual level of its rank and file. Something, perhaps, is due to the arrogant temper which Calvinism tended to encourage in its professors. Almost unconsciously they hold what Dr. Gardiner called 'the highest message of political Puritanism,' namely, 'that the good and wise were alone fit to bear the burden of the world.' The message is, indeed, true, but its application may be dangerously false.

"How futile prohibition is as a method of improving popular morality is already apparent in America, where the startling increase of crime throughout the republic is arresting attention. A still more sinister phenomenon, perhaps, is the general decline of sexual morality in considerable sections of American society. The increased material prosperity which, it is alleged by the advocates of prohibition, is the result of its adoption (but which has probably quite other causes), is a poor compensation for the moral evils which it appears to have stimulated.

"Rightly or wrongly, great multitudes of American citizens, including many of the most honored and eminent men in every branch of social activity, resent prohibition as an unwarrantable invasion of individual rights. Self-respect is affronted, and thus the very sentiment which should be the principal buttress of social order is carried to the support of law-breaking. Even when obedience to the law is given, repugnance is deeply felt and openly expressed. The president of Columbia University is the spokesman of many when he writes:

"'My own feeling towards prohibition is exactly the feeling which my parents and my grandparents had towards slavery. I look upon the Volstead Act precisely as they looked upon the Fugitive Slave Law. Like Abraham Lincoln, I shall obey these laws so long as they remain upon the Statute Book: but, like Abraham Lincoln, I shall not rest until they are repealed. The issue is one of plain, simple, unadorned morality.'

"The violation of personal liberty involved in the law is aggravated by the brutal methods necessitated by the attempt to enforce it. Something which it is hardly an exaggeration to describe as civil war is proceeding between the agents of the law and the smugglers and manufacturers of alcoholic beverages. The worst precedents of despotism are being closely followed by the officials of the government. Espionage, bribery, delation, domiciliary visits, summary arrest and punishment—all are included in the methods employed. One of the most repulsive books conceivable, alike in substance and tone, is Prohibition Commissioner Haynes' description of the campaign which he organized against the lawbreakers. ("Prohibition Inside Out." Fisher Unwin. 1924.)

"That the XVIIIth Amendment can be enforced appears to be incredible: that it will be repealed is highly improbable. The way out of the practical *impasse* will be found in a direction which distresses and humiliates patriotic Americans. The law will remain on the Statute Book, but it will be practically abrogated by the acquiescence of the authorities in its disregard. There is a precedent for such tacit abrogation in the XVth Amendment, which granted the franchise on equal terms to the negroes:

"'This is not a question of majorities. No majority, however great, has been able or willing to enforce the Fifteenth Amendment, though it relates to the fundamental political rights of colored citizens, and no majority will be able or willing to face the consequences of attempting to enforce a provision of the police power affecting private life and personal habits which any considerable and widely scattered number of persons refuses to accept.'

"The authority of the law is finally conditioned by the extent to which the law can command the endorsement of the private conscience. Prohibition insults the conscience of so many citizens that, even if, in the strangely-mingled process of party politics, it were enacted in Great Britain it could not be enforced. But the attempt to enforce it would divide the community, and have the gravest reactions on public opinion."

FOREST FIRE LOSS IN SOUTH IS THREE TIMES GREATER THAN ALL THE REST OF THE UNITED STATES TOGETHER

Southern forest landowners in South Carolina, Georgia, Florida, Alabama, Mississippi, Louisiana, Arkansas, Texas and Oklahoma lost $27,700,000 last year in fires which burned 24,000,000 acres, according to the Southern Forest Experiment Station, New Orleans, following its analysis of nation-wide figures released by the United States Forest Service. The money is 72.12 per cent. of the loss from forest fires for the entire United States. Eighty-four and three-tenths per cent. of the area burned over in the United States was reported from these States.

A total of 56,417 fires, 61.4 per cent. of all the forest fires in the United States, were reported from these nine southern States. About 30 per cent. of them were of incendiary origin. Fifty-four per cent. were set by careless campers, brush burners, smokers, etc. Fourteen per cent. were incidental to lumbering, railroading, and other industries. Only 2 per cent. were due to causes, such as lightning, over which man has little or no control. Last year's number of fires exceeded the average for the last nine years by 35,000. The number of forest fires and the acreage burned in the South have been constantly increasing. The damage by fire has also been increasing rapidly. In 1924 it exceeded the loss in 1923 by $11,000,000 and exceeded the nine-year average for the years 1916-1924 by $19,000,000.

"No doubt this increase in the reported number of fires, losses, etc., is due in part to better methods of obtaining these data," says W. R. Hine, in charge of fire investigations for the Experiment Station. "This only makes the statements err in that they are conservative. The fact remains that the South has more fires and larger fires, and losses from them more than three times greater, than all the rest of the United States together. These figures carefully considered will put thinking men at work to stop this wanton waste of one of the South's greatest assets. Many have known that the custom of burning the woods periodically resulted in considerable loss in tree growth, but the natural advantages of climate prolific reproduction, rapid growth, and fire resistant species have obscured the injury. As a matter of fact, the Forest Service estimates that the annual loss per acre is over $1 on a conservative basis. Studies now under way by the Southern Forest Experiment Station in several States and with all four important pine species are expected to show what the actual loss is under a variety of common conditions. Revision upwards of the dollar-an-acre estimate is almost certain."

GIDEON-ANDERSON COMPANY ADDS NEW MEMBER TO ITS STAFF

Mr. Walter S. Hermansey has been placed in charge of the production and purchasing departments of the Gideon-Anderson Co., St. Louis, Missouri, manufacturers of slack cooperage stock and hardwood lumber. Mr. Hermansey has had a good deal of experience in both these lines, having been formerly connected with the sales department of the Chicago Lumber and Coal Co., and later on with the Memphis Band Mill Co., at Memphis, Tenn. He will maintain his headquarters in St. Louis.

The Quebec Provincial Government has leased Valcartier camp, the noted military training reserve near Quebec City, for a period of 99 years at a nominal rental, for the purpose of converting the site into a school for the training of forest rangers. The necessity of conserving the timber wealth of the province induced the move.

Unethical Advertising Draws Criticism of Wood Industry

Steel-body manufacturer makes unwarranted claims of superiority of steel over wood for automobile body use

The competition between wood and steel grows keener with every passing day. With science and experiment disclosing an ever-widening range of uses for both commodities, there is an increasingly vigorous contest being waged between manufacturers of steel products and wood products for preferment in the markets of the world.

So long as competition is carried on in an ethical and honorable manner there is no ground for complaint from either side—but when business is sought through the medium of widespread publication of statements that are wholly misleading and clearly disparaging to a competitor, it merits rebuke and condemnation.

A recent issue of the *Saturday Evening Post* carried a double-page advertisement of the Edward G. Budd Manufacturing Company, builders of steel automobile bodies, which contained statements reflecting on the merits of wood for automobile construction and made such sweeping claims of superiority for steel as to challenge the attention of the woodworking industries in general. The Hardwood Manufacturers' Institute, which has been active in educating the public to the real value and true utility of wood for the almost innumerable uses to which it is adapted, took occasion to remind the Budd company that the code of business ethics recognized and accepted by all responsible and reputable houses was flagrantly violated by the advertisement referred to. The Institute addressed the following letter to the company:

"Edward G. Budd Mfg. Co.,

"Detroit, Mich.

"Gentlemen:

"We have read with interest your advertisement carried on page forty-eight of the August 15th issue of the *Saturday Evening Post* and respectfully direct your attention to several statements which require material modification, in order to come within the bounds of actual facts. The following statement is carried in the head note of your advertisement:

"'Now the motor car is made completely modern and safe and its life of usefulness immeasurably prolonged, because of the steel body.'

"We are of the opinion that the body of an automobile, by reason of steel construction, is useful for no longer period than bodies with a framework of wood. We seriously doubt if this statement could be sustained by facts. This statement leaves the impression that you are claiming automobile bodies are serviceable for a greater length of time than bodies made by the Fisher Body Corporation, Studebaker Manufacturing Company, Ford Manufacturing Company and other companies utilizing wood in the construction of automobile bodies. It is our candid opinion that a test would prove conclusively that this claim is not based on facts.

"We are convinced that an investigation will prove conclusively that the following statement in your advertisement is unfair to wood and is in conflict with many past experiences where attempts have been made to substitute steel for wood:

"'Just as wood has lost every other battle against steel, so it loses its last hold on the automobile.'

"The policy of this organization on advertising its products has been to point out the merits of the article advertised and to refrain from making derogatory statements concerning competing substitutes. Consequently, we feel that the steel industries should confine their statements relating to wood to known facts. Wood by no means has lost every other battle with steel and it has not lost its last hold on the automobile. This statement carried in your advertisement will not bear investigation, simply for the reason that it is not founded on facts. Possibly your steel body is a most excellent body. There may be many advantages for it which you may justly claim, but we most vigorously protest against statements such as quoted above being made use of in your advertising copy.

"For a while the railroads thought that the steel body coal car would render greater service than the wooden body coal car, and for a time it was the practice of most companies to specify steel-body coal cars. It was found that the steel body coal car not only weighed considerably more than the wooden body car and that when a steel body was in a wreck, the expense of making repairs was practically prohibitive. Experience has proven that the steel-body car is subject to corrosion and that the actual life of the steel-body car, especially on cars in service near salt water, was considerably less than that of the wooden-body car. Therefore, here is one case where wood has not lost its battle against steel.

"Investigations also indicate that steel lathing, on account of corrosion, has not the permanency of wooden lathing. It is reasonable to presume that where the enamel on your all-steel body is broken, corrosion will set in and that the durability of your all-steel body will be no greater than that of the wooden frame body. Further, your all-steel body, damaged by an accident, would undoubtedly cost more to repair than the wooden frame body.

"Your advertisement also points out the fact that your body is fireproof. The percentage of cars destroyed by fire, due to faulty combustion or explosion is so small that this claim is negligible. You do not say whether or not your body would be serviceable after going through a fire in a garage.

"You refer to your slender corner post as possessing an advantage over the bulky wooden post. This claim we feel would hardly carry much weight, even with the most exacting motorist. Are you prepared to say that your slender steel corner post weighs any less than the wooden post or is subject to any greater shock resistance? What would be the cost of repairing your

(Continued on page 23)

West Baden in November!!

Tenth Semi-Annual Convention

of The Associated Cooperage Industries of America will be Held in Famous Indiana Resort

NOVEMBER 9th, 10th and 11th

An Interesting Program of Timely Subjects Has Been Arranged

THE A. C. I. of A. will hold its Tenth Semi-Annual Convention at West Baden, Indiana, November 9, 10 and 11, 1925, with headquarters at the West Baden Springs Hotel. This is going to be one of the most interesting meetings ever held, as matters of importance pertaining not only to the industry but to the members as well, will be brought up for consideration at that time.

The selection of West Baden as a meeting place is a distinct departure from the usual custom followed in the past, as heretofore our fall conventions have been held in the larger cities and trade centers. West Baden is well known throughout the country as a health resort, and those who have never visited there will enjoy its environments.

Ample facilities are provided for the holding of conventions, and in view of the fact that our members will be congregated at the hotel, a full and prompt attendance at the various sessions is anticipated, where business will be transacted without delay, in order to afford an opportunity to those desiring to enjoy the amusements provided by the West Baden Springs Hotel for their pleasure.

The usual Association banquet and entertainment will be held on the evening of November 10th. Everything is being done to make this event a grand reunion of everyone engaged in the cooperage business, and not only will the attendants secure valuable information during the business sessions, but will have a most enjoyable time as well.

Business and Pleasure Will Be Blended in Just the Right Proportions

Make your reservation at once, either through the secretary's office or direct to the West Baden Springs Hotel

WARRIOR HEADS

means PINE HEADING properly made from Southern Pine by men who know how

Powell Cooperage Co.

Cooperage Stock

MEMPHIS :: TENNESSEE

Any size Heading from 12 inches to 24 inches

Every resource of this company —Material, Manufacturing and Marketing—is dedicated to the purpose of delivering to our customers

Tight Cooperage Stock

The Highest Standard of Quality

that the cooperage industry knows

Mills at
JACKSON, MISS.
PORT GIBSON, MISS.
WINNSBORO, LA.
HAMMOND, LA.

Finishing Plants at
JACKSON, MISS.
WINNSBORO, LA.

Graham Stave and Heading Co.

Jackson :: :: Miss.

Slack Cooperage Stock

does not present a great diversity of sizes, types or styles, but it does offer a wide range in ***quality.***

Every shipment made by us is ***guaranteed*** to be strictly in accord with the specifications of the order.

"Our established responsibility is your protection"

Henry Wineman, Jr.

Lincoln Bond and Mortgage Bldg.
DETROIT, MICH.

Eastern Traffic Representative, M. D. BROWN, Norfolk, Va.

Sales Representatives
LEWIS METCALF, Middleport, N. Y. J. F. WILSON, Martinsburg, W. Va.
O. A. ROCKEFELLER, Tivoli, N. Y. FRED T. MEARS, Onancock, Va.

Write Us For

Satisfaction Guaranteed

Matched Cars

We manufacture
Slack Barrel Staves Hoops Heading

Cottonwood Staves are **our Specialty,** but we can supply all kinds of slack cooperage stock.

Quality Plus

THE
W. M. DAVIS STAVE COMPANY
Memphis, Tennessee

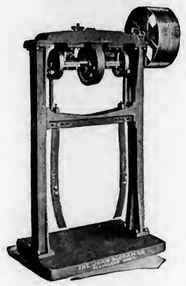
IF IT IS **ORAM'S** IT IS RIGHT

THE BEST MACHINERY FOR MAKING THE BEST CONTAINERS

AND FOR MAKING PROFIT FOR THE USERS

HEADING ROUNDER

NEW "ORAM" RAPID BILGE-HOOP REMOVING MACHINE



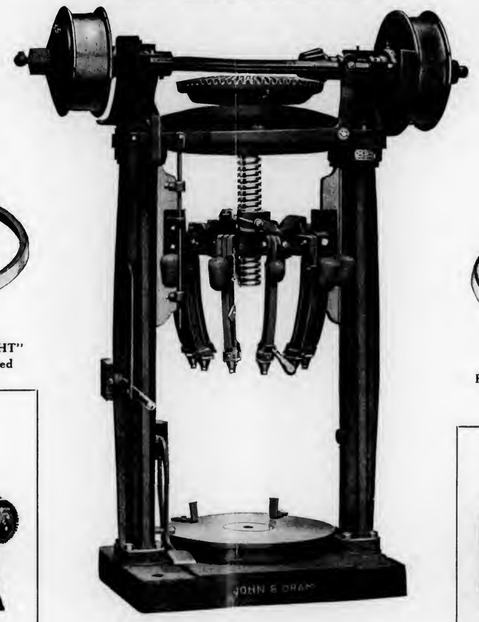
HEADING PLANER

"THE OLD RELIABLE" WOOD BARRELS

"ORAM" STANDARD HOOP DRIVING MACHINE

SIMPLE—POWERFUL—DURABLE

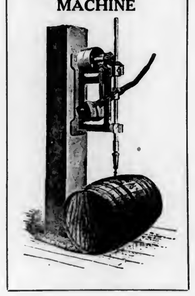
Capacity—As fast as operator can handle. 600 to 1,000 packages per day of 10 hours, and all properly driven



STAVE JOINTER

NEW "ECONOMY" (PATENTED) HEADING-UP MACHINE

BUNG BORING MACHINE



STEEL TRUSS HOOPS

ELECTRIC WELDED—"MADE RIGHT"

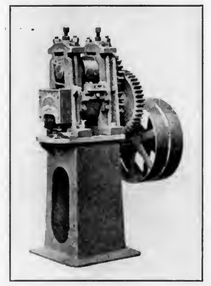
Outside painted any color, if wanted

STEEL TRUSS HOOPS

ROUND EDGE—SPECIAL CARBON STEEL

Sizes stamped inside, if wanted

PUNCHING, FLARING AND SHEARING MACHINE



WINDLASS

BARREL LATHE

HEADING JOINTER AND DOWELLING MACHINE

HOOP RIVETING MACHINE

FIFTY-TWO YEARS of "Knowing How"

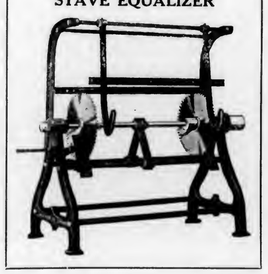
ESTABLISHED 1872
INCORPORATED 1914

THE JOHN S. ORAM CO.

STAVE, HEADING and BARREL MACHINERY

CLEVELAND, OHIO, U. S. A.

STAVE EQUALIZER



105 PAGE CATALOGUE
No. 22—New Issue
"Always the Best"

ASK ANYBODY

Slack Cooperage Stock

Straight, Matched or Mixed Cars

STAVES
HOOPS
HEADING

Cut properly, dried thoroughly, priced fairly, delivered promptly

Your inquiry will receive immediate attention

The Vail-Donaldson Co.
United Home Building - ST. LOUIS, MISSOURI

SLACK BARRELS

that are distinguished by a marked superiority of manufacture and materials.

TIGHT KEGS

that deliver their contents in perfect order and command the confidence of careful shippers.

Our **APPLE BARREL STOCK** has won a national reputation for quality and value.

Wylie & Wilson, Inc.
SAGINAW, MICHIGAN

Cate-LaNieve Company
INCORPORATED

THE most vitally necessary element to the lasting success of any business institution is the ***confidence of the consumer.*** The measure of confidence which the trade reposes in our output and business methods is clearly indicated by the constant and steady increase in the number of our patrons.

Slack Barrel Staves Elm Hoops
Gum and Pine Heading
A D & L Tight Barrel Staves

Warehouses
Memphis Memphis, Tenn. Blytheville, Ark. Nettleton, Ark. ***Tennessee***

Staves
Heads
Kegs
Barrels
Shooks

Lucas E. Moore Stave Co.
NEW YORK NEW ORLEANS

MILLS { Louisiana, Arkansas / Mississippi and Alabama

Cooperage Interests Promoted at Chemical Exposition

Excellent cooperage exhibit installed at tenth annual exposition of chemical industries. Display attracts large patronage of potential buyers

By Andrew C. Hughes
Field Representative
Associated Cooperage Industries of America

Every phase of chemistry as it affects industry was presented at the tenth exposition of chemical industries, which opened on September 28th for one week at Grand Central Palace, New York City, and like its predecessors attracted men in the forefront of the scientific and industrial world as well as thousands of the general public.

Exhibits and demonstrations of various raw materials, finished products, machinery and equipment as applied in the chemical industry was made by the leading manufacturing industries of America, all for the purpose of laying the foundation for a newer and better knowledge of chemical equipment needs which this great industry is so rapidly assembling.

The splendid advantages of directing attention to the manifold uses and importance of wood barrels, stressing in particular their value for packing the constantly growing number of chemical commodities, offered the strongest and most profitable opportunity to advance a broader knowledge of cooperage technology and promote patronage.

Chemical manufacturers of allied products who use containers showed great interest in our comprehensive display of wood barrels. In their earnest search for standardized quality of product advisory service was given in numerous instances. The prime impetus back of cooperage co-operation with the chemical industry is the desire to do what is possible to prevent loss and damage in domestic and export shipments. In this respect they were shown the best types of barrels to use, and a general appreciation was registered by shippers who visited the display.

Comprehensive exhibit of various types of barrels shown at 10th Annual Chemical Exposition

U. S. MANUFACTURERS PREPARING TO MEET LOWER PRICES OFFERED FROM ABROAD

Close observation of things industrial reveals an unusual activity among manufacturers who are preparing for more foreign competition than they have been called upon to meet for many years. It is a somewhat exceptional fact that these preparations are almost solely directed at potentialities and have little concern for any competition now being experienced and reflected in foreign trade statistics. This competition is not confined to that which American manufacturers may meet in world markets. It has to do with expected competition from abroad in our domestic markets.

A wise farm-implement manufacturer called attention to this some time ago. He was asked what was the prospect for expanding his sales abroad. His reply was that he was more concerned in the prospect for the sale of foreign implements in the United States.

This manufacturer pointed out that the same grade of steel bars for use in the making of implements which cost the American producer a minimum of $2 a hundred pounds can be bought in the open market in most European countries at about $1.40. Prices of other basic materials are comparable. This means that only by an acceleration of inventive genius and mass production can the American manufacturer compete abroad, and only thus can be discouraged a considerable sale of foreign wares here.

NEW JERSEY'S NEW VARIETY OF APPLE REGARDED AS COMMERCIALLY IMPORTANT

Officials from the horticultural departments of 30 States visited New Jersey recently to view the Red Delicious apple as grown on the Lewis Mood farm, near Mullica Hill, N. J. This apple has all the characteristics of the ordinary Delicious, except that it is highly colored and is ready to pick two weeks before the old-fashioned Delicious has attained such a high color. Every expert who addressed the big gathering expressed himself as satisfied that the Red Delicious would soon be a staple apple on the market and would become of great commercial importance. The British consular service is watching the development of this apple to see if it can be used on British territory as a commercial variety.

LIST NEW COMMODITIES

The Southern Hardwood Traffic Association, Memphis, Tenn., has been advised by the Illinois Central Railroad that they will add sawdust, shavings and mill refuse to the list of outbound commodities in connection with their through transit arrangements on lumber, cooperage stock, etc. This arrangement will permit of an increased movement of this material and shippers will earn a better return. Tariffs will be published in a short time.

TRADE ORGANIZATIONS SUPPORT SIMPLIFIED PRACTICE

National and regional trade organizations are throwing their support to programs for the reduction of excess variety in a wide range of commodities, it is shown in a progress report made to Secretary Hoover recently by Ray M. Hudson, Chief of the Division of Simplified Practice, Department of Commerce. The Division has co-operated with some 45 industries in weeding out the obsolete and unnecessary items in their respective fields, and is co-operating with 350 more groups in preliminary steps for simplifying their lines.

Fifty-seven manufacturers' associations, 86 distributors' associations, and 255 organizations of consumers—all national or regional—have formally accepted the 33 simplified practice recommendations which are in force today, Mr. Hudson reported.

In addition to these 398 national and regional associations there have been 386 independent manufacturers or local groups of producers, 238 distributors and distributor bodies, and 200 consumer organizations which have formally joined forces with the movement to eliminate waste in this manner.

Among the national bodies, the lead is held by the American Institute of Architects, the Associated General Contractors of America, Inc., and the Southern Hardware Jobbers' Association, each having accepted 13 Simplified Practice Recommendations; the National Retail Hardware Association, with 12 formal acceptances of recommendations, the National Hardware Association of the United States, with 11, and the National Association of Building Exchanges, with 9. Among official agencies the Navy Department stands first, having accepted 12 of the recommendations adopted by general conferences conducted by the division.

Several instances, Mr. Hudson notes, have shown association acceptances of Simplified Practice Recommendations both as producers of one commodity and consumers or users of another. This tendency, he states, is increasing as the associations see that the gains from simplification may accrue to the buyer of simplified lines as well as to the producer and distributor.

The importance of such a trend was strongly emphasized in the report of the Hoover Committee on Waste in Industry, which, in discussing community co-operation with industry, said: "Public and semi-public agencies can assist by definitely encouraging and supporting the efforts for elimination of waste. . . . Collective purchasing agencies may assist by educating the public in better methods of buying, thus having an influence of the stabilization of industry by reducing the number of items of goods demanded and distributing the demand over a longer period of time."

The early and more complete effectiveness of Simplified Practice in eliminating wastes and in bringing about such stability, Mr. Hudson points out, can come only when the support of simplification becomes more general—when the trade associations whose members produce one commodity accept the simplifications of goods which they buy and when the adoption of simplification "interlocks" to create an ever-widening circle.

The need for such action is recognized abroad, particularly in England, where the British Engineering Standards Association is acting in behalf of industries seeking to eliminate waste in industry. In a recent article in the London *Times*, an engineering correspondent describing the progress made in the United States by the co-operative service of the Division of Simplified Practice, declared:

"Some similar arrangements must be made in this country, if competitive conditions continue."

STAVE MARKET DULL AT BARCELONA, SPAIN

Consul F. A. Henry

"The stave market here is exceptionally dull, and there is no reason to anticipate any marked change in the situation in the immediate future. Variations in the Spanish and French wine crops are the two principal factors which will influence the situation."

BARREL FACTORY ASSURED

A plant for the manufacture of barrels is to be established in Stuttgart, Ark., by J. J. Russell, of Memphis, Tenn. The plant will specialize in the manufacture of barrels for the rice mills of that section.

NEW COOPERAGE PLANT FOR HAMPTON, VA.

A site in Hampton, Virginia, upon which a cooperage plant will be built has been acquired by R. E. Wilson and associates of Phoebus, Va. The proposed plant will be a one-story structure designed and equipped in accordance with the most advanced cooperage practice.

U. S. Department of Agriculture Recommends the Elimination of Current and Gooseberry Bushes as a Menace to Valuable White Pine Stands

White-pine blister rust, which is rapidly infecting our forests, is a deadly tree disease spread by these bushes

The Bureau of Plant Industry of the United States Department of Agriculture has recently released a bulletin dealing with the subject of white-pine blister rust—a fungus disease that is devastating our remaining stands of white pine and which can be controlled only by the elimination of the plants upon the destructive fungi breed.

White-pine blister rust is a forest-tree disease, apparently of Asiatic origin. It was unknowingly brought into this country and is now present in the New England States, New York, New Jersey, Pennsylvania, Michigan, Wisconsin, Minnesota and Washington. In Canada it occurs in the Provinces of British Columbia, Ontario, Quebec, Prince Edward Island, New Brunswick and Nova Scotia. It was first discovered in North America in 1906. Today in New England and New York one-tenth of the white pines over large areas are diseased and in many small areas from 50 to 100 per cent. of the pines are dead or dying from the rust.

Any white pine (five-needle pine) is subject to blister-rust attack. The fungus kills the bark, causing the death of the tree, shown in an accompanying illustration.

Large pine tree being killed by blister rust

The white pine in this illustration is 14 inches in diameter breast high and 40 feet in height. The portion of the tree above the trunk canker is dead, and as the disease works downward the remaining live portion is gradually being killed. Pines of all sizes are readily killed by the rust. The small trees succumb quickly, but larger ones die more slowly, because it requires a longer time for the fungus to reach and girdle stems of larger diameter.

Blister Rust Is Controlled by the Eradication of Currant and Gooseberry Bushes

The blister-rust disease is so widespread in this country that it can not be eliminated. Locally, it can be controlled effectively. Local control means the protection of individual stands or areas of white pine and is possible because of vulnerable points in the life of the fungus.

The fungus can spread to pine only by means of the fall spores produced on currant and gooseberry plants, and these spores are so delicate and short-lived that under average field conditions pines growing more than 900 feet from diseased bushes are not appreciably damaged. Therefore, under normal forest conditions practical local control can be accomplished by eradicating all currant and gooseberry bushes within 900 feet of the pine to be protected.

Wild gooseberry bush growing among white pines

The European or cultivated black currant *(Ribes nigrum)* is more susceptible to blister rust than other currants and gooseberries. It becomes infected at distances up to 100 miles or more from diseased pine and causes local centers of infection, from which the rust spreads to other currants and gooseberries and to white pine. The ease with which this currant becomes diseased makes it an important agent in the long-distance spread and local establishment of the rust in disease-free regions.

On account of its menace to white pine several States have declared the cultivated black currant a public nuisance. The United States Department of Agriculture is opposed to its growth in the United States and recommends its elimination.

The growing of white pine, either by planting suitable denuded areas or through natural reproduction, should be encouraged and the trees protected against blister rust by the eradication of currants and gooseberries. Wild currants and gooseberries grow more or less abundantly in association with white pine, so that field conditions are favorable for the spread of the rust. These bushes grow slowly and re-establish themselves as slowly from seed. They vary in size from seedlings to bushes several feet in height and are found in many soil types from swamp to hillside.

Systematic Eradication of Currants and Gooseberries Guarantees Effective Protection of White Pines

Experience shows that it is necessary to know the different species of currants and gooseberries and to use systematic methods of work to secure their thorough eradication. Haphazard methods are lacking in thoroughness and give poor results. If the bushes are plentiful a crew will do the work well and cheaply: if scarce, one or two trained men can do equally good work provided they use systematic methods.

A crew is usually composed of five men working abreast, closely followed and supervised by a foreman, who finds and pulls any missed bushes. The crew men work 6 to 12 feet or more apart, depending principally upon the density of underbrush and the abundance of currant and gooseberry bushes. They

Blister rust crew uprooting wild gooseberry and currant bushes

systematically go over the ground in parallel strips, the edge of each strip being marked with small pieces of paper dropped by the end man, so that no ground will be skipped or needlessly reworked. The small bushes are readily uprooted by hand and the large ones by use of a grub hoe. Thoroughness in removing the crown and roots prevents sprouting. The bushes should be hung up where the roots will quickly dry out or they may continue to live.

Cultivated black currants should be eradicated within a radius of at least one mile of white pines. Large plantings of this currant may be a serious menace to pines at distances up to two miles. Pine owners should look upon wild currants and gooseberries as dangerous weeds and uproot them whenever found. In sections where these bushes are naturally few, going over the ground once will probably be sufficient to bring a pine crop to maturity. In places where the bushes are numerous, it will be necessary to re-examine the ground after five years and eradicate any missed or newly-grown bushes.

The cost of eradicating wild currants and gooseberries will vary according to the difficulties encountered in doing the work, such as the density of underbrush, number of bushes, and character of ground. In the eastern United States the cost of currant and gooseberry eradication work has averaged 25 cents per acre on about 3,450,000 acres, while on an experimental area of 8,000 acres in northern Idaho it averaged $1.63 per acre. Compared with the value of the white pines protected the cost of applying control measures is reasonable and profitable.

Five hundred and fifty million dollars ($550,000,000) represents the value of the present white and sugar pine timber crop as it stands in the forest. The future of this important resource in the United States is threatened by the white-pine blister rust, a disease that kills

Maturing white pine crop on untillable land

the living trees. Blister rust can and must be controlled in order to save the white pines and make possible the growth of a new crop of these valuable timber trees.

Wherever they grow, from Maine to California, these white pines constitute the cream of the forest. Their value far outstrips that of the associated species, making possible clean logging and good utilization. Large wood-using industries employing thousands of men and distributing millions of dollars every year in wages and supplies are dependent for their support upon the white pines.

Foresters advise that the maintenance of the white pines in our forests is a matter of great importance and one of national concern. These trees are known and valued because of their rapid growth, excellent wood, high yield and adaptability to forest management. In the northeastern States white pine is grown in rotations of from 40 to 60 years. In many sections the principal income from the land is derived from the white pine, which yields a profit of $5 to $10 per acre per year. With such an essential and valuable resource at stake, affecting both national and regional economic welfare, it is important that Federal, State, and private agencies co-operate in a united effort to accomplish control of the white-pine blister rust.

FIRE COST $1,044 A MINUTE

America's bill for fire waste last year, 1924, was $1.044 a minute, an annual loss of $548,000,000 exceeding all previous high records. These are the figures of the Actuarial Bureau of the National Board of Fire Underwriters quoted in a bulletin issued by the Insurance Department of the Chamber of Commerce of the United States and the National Fire Waste Council.

The total amount of property destroyed during the year was equivalent to more than half the annual interest on the national debt.

Much of this enormous loss is preventable waste. "Although the fire losses of the United States continue to mount," says the bulletin, "it is not necessarily an indication that they cannot be reduced. The experience of the 1924 Inter-Chamber Fire Waste Contest shows that losses in the reporting cities were reduced to the extent of $4,000,000 over their average for the preceding five years coincident with the activities undertaken by local fire prevention committees. The per capita loss in these communities was $3.10, as compared with the national average of approximately $5.

"What has been done in some cities might well be duplicated in others through energetic fire prevention programs carried on under the auspices of local chambers of commerce and similar organizations. Although fire waste is a national problem, it can only be solved through the combined endeavor of all communities."

NEW BARREL PLANT GOING UP

Our good friend, W. R. E. King, Cumberland, Md., has under construction a new $15,000 barrel plant. The plant will be of concrete block and steel, two stories, and 100 by 50 feet.

Bureau of Foreign and Domestic Commerce Releases Report on Barreled Apple Exports

The following comprehensive survey of the apple export trade, which was compiled by D. J. Moriarty, of the Food Stuffs Division, affords a wide-range view of present markets

Apple exports from the United States are increasing each year. In 1924 over 90 per cent. of our barreled apples went to four markets—the United Kingdom, Germany, Canada, and the Scandinavian countries (Sweden, Norway and Denmark). The United Kingdom was our largest customer for barreled apples, taking 1,564,432 barrels (or 84 per cent. of shipments in barrels). Before the World War, Germany was a good market, taking 272,382 barrels of apples from us in 1913. Since then purchases by Germany have been negligible until 1924, when that country took second place among our foreign markets, with 51,565 barrels (or 3 per cent. of barreled-apple exports). Canada ranked third as a market, importing from the United States 35,936 barrels (or 2 per cent. of barreled apple exports). The Scandinavian countries came next with a combined total of 140,145 barrels (or 6 per cent. of barreled apple exports). Then followed, in order of importance, the Netherlands, Argentina, the Philippines, Mexico, Cuba, Brazil, Hongkong and China.

Leading Markets, 1922-1924

A study of official statistics indicates that our apples have been going to practically the same markets year in and year out. The table below gives the exports of barreled apples from the United States, by principal markets, for the years 1922 to 1924. It discloses a sharp drop in our exports of barreled apples to almost every country listed in 1922, but this may be accounted for by the fact that boxed apples were shown separately for the first time that year.

Fewer Countries Show Preference for Apples in Barrels

In the case of barreled apples, only three countries—Ireland, Sweden and Denmark—show any progressive increase in purchases from the United States. Of the European group, Ireland has increased its imports from 919 barrels in 1920 to 10,542 barrels in 1924; Sweden's imports jumped from 14,432 in 1920 to 94,225 barrels in 1924; while Denmark has practically doubled receipts in the past five years. Germany bought 272,382 barrels in 1913, dropped to 50 barrels in 1914, and took hardly any barreled apples again until 1924, when 51,565 barrels were received from this country, as against 4,042 barrels the previous year (1923). England's and Scotland's purchases from us in 1924 were slightly larger than in 1913 and 1920, and the average for the Netherlands has remained practically the same for the past five years. We did not sell Norway many more barreled apples in 1924 than in 1913, and but one-third of the amount we sent there in 1920.

Most of the countries of Latin America are ordering less barreled apples, Argentina being the only one to show any increase. Mexico's purchases have dropped from 37,925 barrels in 1920 to but 1,812 barrels in 1924, and Brazil's from 24,656 barrels in 1920 to but 1,168 in 1924, while Cuba's imports from the United States have decreased by one-half in such period. Argentina, taking but 7,239 barrels in 1913, jumped to 32,688 barrels in 1920 and to 48,973 barrels in 1924, though buying lesser amounts in the intervening years.

None of the Far Eastern countries have taken any barreled apples since 1922. Canada imported 376,951 barrels from the United States in 1913, dropping to 274,358 barrels in 1920, and to but 35,936 barrels in 1924.

In every year of the 1909-1913 and the 1920-1924 periods, the European group was our largest market, taking from 72 to 94 per cent. of our barreled apples. Canada took from 2 to 18 per cent. of our barreled apples. The Latin American group has taken from 3 to 7 per cent. of the barreled apples, with a recent lessening percentage. The Far Eastern group purchased 1 per cent. of our barreled apples in 1909 and less than 1 per cent. during every other year of the periods indicated.

Canada Our Chief Competitor

It should not be understood from the foregoing that the United States lacks competition in foreign apple markets. As the United Kingdom is the world's largest apple market, British trade statistics afford a good indication of the relative standing of the various countries as apple exporters. Taking the years 1913 and 1920-1923, we find that the United States, Canada and Australia furnished the greater portion of British imports of apples, while the Netherlands, Belgium, France, New Zealand and other countries sent small amounts.

Turning to the export statistics of Canada, our leading competitor in supplying apples to foreign markets, we find that the greater portion of Canadian exports of apples go to the United Kingdom, with the United States taking a fair amount, while Australian export statistics show that the United Kingdom purchases practically all the apples shipped abroad from that source.

United States Trade by Months, 1924 and 1925

The following table, showing our apple exports by months for 1924 and for the first four months of 1925, affords an indication of the average monthly trend of United States apple shipments. While United States and Canadian apples go forward heavily from the first part of October until the last of the following March, Australian apples do not reach foreign markets until April. This is accounted for by the fact that the seasons in Australia are the opposite of those in the United States and Canada.

Apple Exports, by Months*, from the United States, 1924 and 1925

Months	Barrels	Months	Barrels
1924—January	227,545	1924—September	166,196
February	169,992	October	477,363
March	231,556	November	362,557
April	107,752	December	100,665
May	3,697	1925—January	123,836
June	1,122	February	72,087
July	2,700	March	102,913
August	29,571	April	56,938

* From official United States statistics. Figures for January to April, 1925, are preliminary and subject to revision.

Packing and Grading Important Market Factors

An important factor in the expansion of our foreign trade in apples is the close attention given by packers in many States to the grading and packing of their product. This has not been accomplished, however, by leaving grading to the individual, but by the enactment of laws designating certain grades and defining the apples coming under each grade. Most of such statutes also specify minimum size of apples in various grades, standard containers, necessary percentage of coloring, and outline in detail the markings required on each apple container.

Several grades have been established, principally Standard Fancy, Standard A, Standard B, and Unclassified. Fancy-grade apples are the best of each variety, the common requirements being that they be well-grown, hand-picked, properly packed, of good color for the variety, of normal shape, and free from dirt, diseases, insect and fungus injury, bruises, and other defects, except such as are necessarily caused in the operation of packing. Standard A, Standard B and Unclassified apples meet these requirements in lesser degree.

Apple grades have been established by the Federal Government of the United States, and some States have adopted such grades, while others have provided for their use in lieu of the State grade.

The color of apples, especially those of superior quality, has much to do with their ready sale both in this country and abroad, and most States have taken cognizance of this fact by the inclusion in their apple-standardization law of a clause requiring that different varieties shall have a certain percentage of the surface area of a specified color.

Exports of Barreled Apples from the United States to Principal Markets

Years	To England Barrels	To England Value	To Scotland Barrels	To Scotland Value	To Ireland Barrels	To Ireland Value	To Sweden Barrels	To Sweden Value
1924	1,306,079	$5,880,839	247,811	$1,126,021	10,542	$53,032	94,225	$445,850
1923	947,854	4,385,445	252,939	1,183,585	6,135	29,761	37,417	179,698
1922	302,513	1,497,870	127,774	1,574,529	221	921	1,078	6,972

Years	To Denmark Barrels	To Denmark Value	To Norway Barrels	To Norway Value	To Germany Barrels	To Germany Value	To Argentina Barrels	To Argentina Value
1924	25,023	$109,866	20,897	$96,181	51,565	$233,620	48,973	$266,240
1923	12,628	58,779	28,836	139,905	4,042	20,142	26,877	166,217
1922	68	515	13,229	68,479	14	191	13,000	111,615

Years	To Canada Barrels	To Canada Value	To Cuba Barrels	To Cuba Value	To Mexico Barrels	To Mexico Value	To Brazil Barrels	To Brazil Value
1924	35,936	$137,103	15,773	$73,063	1,812	$10,663	1,168	$7,267
1923	42,190	172,251	22,712	96,750	3,677	19,529	232	2,114
1922	47,743	164,294	19,371	83,091	3,913	24,844	1,602	10,275

Years	To Netherlands Barrels	To Netherlands Value	To Philippines Barrels	To Philippines Value	To China Barrels	To China Value	To Hongkong Barrels	To Hongkong Value
1924	3,879	$16,526	..	..	..	..	..	..
1923	3,397	16,616	8	$24	71	$380	46	$315
1922	283	1,944	..	..	27	191	41	276

CHARLESTON GETS THIRTEENTH NATIONAL FOREIGN TRADE CONVENTION

The Thirteenth National Foreign Trade Convention will be held at Charleston, S. C., April 28, 29, 30, 1926, according to an announcement of O. K. Davis, secretary of the National Foreign Trade Council.

"Next year's convention," Mr. Davis said, "will be held for the first time since our organization in 1914 in a South Atlantic port. It will afford an opportunity to focus attention on the foreign trade and industrial development which is so rapidly going forward in the new South. Americans have been much interested to learn quite recently that the State of South Carolina is today consuming more cotton than it is producing. The reason is not the falling off of cotton production, but the immense increase of cotton manufacturing which is reflected throughout the South and, together with a remarkable impetus in industrial development, has brought a noteworthy and progressive momentum to the South Atlantic ports.

"Foreign trade representatives from every section of the country will gather at Charleston to take concrete action looking to the development of Atlantic and South Atlantic trade with Central and South America, with Europe and the Far East. The fact that it is three South Atlantic ports—Charleston, Savannah and Jacksonville, now the fifteenth, sixteenth and seventeenth, respectively, in tonnage of imports into the United States—which have shown the most concerted development in American foreign trade in recent years, was one of the vital reasons for choosing Charleston as the next meeting place of America's principal convention on the business of foreign trade.

"The development of new trade routes out of and into the United States has become of outstanding interest to foreign trades since parity rates to the United Kingdom and Europe have been given to the South Atlantic ports in high-seas transportation and since domestic railroad rates have been revised favorably to this section by the Interstate Commerce Commission. With Philadelphia bent on marking sesqui-centennial year with a much enlarged effort for high-seas trade, a keen foreign trade activity is also notable all the way from Baltimore to Key West round the Gulf ports and up the Mississippi to St. Louis, and the convention will provide a meeting point for a profoundly interesting survey of the movement of our international business.

"Although Charleston claims the oldest Chamber of Commerce in the United States, the terminal of the oldest railway, the oldest museum, the oldest formal gardens and the South's oldest daily newspaper, yet it has spent $11,000,000 on modern port terminals alone, it has built two modern hotels, possesses today the only first-class navy yard between Hampton Roads and San Francisco, has developed within the latest recorded fiscal year from 34th to 24th place in gross tonnage of foreign trade among American ports, and has become a strategic port of thoroughly up-to-date interest to American business men who are following closely the trends of our foreign trade.

"The new progressive South is waking up to foreign trade, and our gathering is sure to reflect very broadly the interest of the rest of the country in this trend, most especially throughout the Middle West, which is particularly concerned now with new shipping points and is itself in the midst of a great foreign trade development. We expect to have one of the most interesting and profitable conventions in our history."

The Big Lake Heading Mill, Roseland, Arkansas, will now manufacture staves instead of heading, which has heretofore been its chief product. The slack demand for barrel heads is responsible for the change.

Interstate Commerce Commission Proposes Certain Changes in Regulations Governing Transportation of Explosives and Other Dangerous Articles

In the early part of September the Interstate Commerce Commission issued a bulletin announcing a hearing on certain changes in the regulations governing the transportation of explosives and other dangerous articles by freight or express, which read as follows:

IN THE MATTER OF REGULATIONS FOR THE TRANSPORTATION OF EXPLOSIVES AND OTHER DANGEROUS ARTICLES BY FREIGHT AND EXPRESS

It appearing, That in the interest of clarity and by reason of new information and altered conditions certain changes or modifications in the regulations for the transportation of explosives and other dangerous articles by freight and express are desirable;

It is ordered, That the above-mentioned proceeding be assigned for hearing on September 29, 1925, at 10 o'clock A. M., at the Interstate Commerce Commission Building, Washington, D. C., before Director W. P. Bartel.

The hearing will be confined to the suggested changes presented by the Bureau of Explosives of the American Railway Association after conferences with shippers and carriers. Attendance upon this hearing will be for the purpose of presenting objections to the proposed regulations, or additional facts or suggestions that are pertinent thereto.

Under the provisions of the act of March 4, 1921, the commission is authorized to avail itself of the services of the Bureau of Explosives. In the interest of expediency and in order that the time of the commission may be reasonably conserved, the Bureau of Explosives will be prepared to confer with interested shippers and others at the Interstate Commerce Commission Building at 10 o'clock A. M., on September 28th, when opportunity will be afforded all interested parties to discuss, and, if possible, agree upon, the amendments proposed.

Copy of issue showing the amendments proposed is attached hereto. Except as noted, bold indicates proposed additions; italics indicate proposed deletions.

By the commission, division 5.

GEORGE B. MCGINTY,
(SEAL) *Secretary.*

The specific changes in the regulations insofar as they affect cooperage are as follows:

532. (1st subpar.) Hydrochloric (muriatic) acid **when shipped** must be in well stoppered earthenware or glass vessels of not more than two gallons capacity packed in strong barrels complying with specification No. 11, or of not more than three gallons capacity packed in wooden boxes complying with specification No. 2; *shipments may also be made* in standard carboys complying with specification No. 1; **in rubber-lined wooden barrels complying with specification No. 9;** or in tank cars lined with a suitable material to prevent action of the acid on the container. The inner containers must be well-cushioned with excelsior, hay, straw, or equivalent packing material. **Carboys containing chemically pure (water white) hydrochloric acid may be closed with glass stoppers, not ground in, and soft rubber gaskets.**

Shipping Container Specification No. 9—Wooden Barrels and Kegs (Tight)

MATERIAL

6. (c) Rubber for lining must be free from sulphur, specks of foreign matter, and any perceptible defect.

CLOSURE

18. Bung holes must be tapered and efficiently closed by *compressed* tapered *wooden bungs;* **except in the case of driven wooden bungs, the closure must include some efficient means of holding the bungs securely in position so as to prevent leakage in transit.**

20. **Wooden** bungs, **when used in barrels containing liquids,** must be of **the compressed type and of** diameter not greater than two inches, must be covered with suitable coating, *and* have a driving fit, and be driven so that the grain runs with the grain of the staves. Wooden bungs should be soaked in hot water or hot glue for about one minute before driving into bung holes.

LINING

21. (a) Containers must be thoroughly coated or lined with one of the following materials (see note):

Animal glue.
Asphaltum.
Pure rubber.

(d) Rubber lining must be pure and free from sulphur and must be uniformly distributed throughout the entire surface of the container, including the closing devices, and must be applied so as to afford proper security against leakage. When rubber lining is in the form of sheets it must weigh not less than 20 ounces per square yard, all seams must be cemented, and an inter-liner, consisting of two plies of creped No. 1 Kraft paper cemented together with asphaltum and having a base sheet weight of 90 pounds, must be used between the rubber and the wood of the barrel. When rubber lining is not in the form of sheets but is coated directly onto the interior surface of the barrel, not less than 0.14 pound of rubber per square foot of interior surface must be used.

At the time of going to press, no information as to the action taken by the commission on the proposed charges was available.

NOVA SCOTIA FARMERS MAKE THEIR OWN APPLE BARRELS

According to a recent report to the Department of Commerce by Consul Bernard Gottlieb, Halifax, the Nova Scotia farmer is his own cooper. Apple barrels are produced for the greater part on hundreds of small farms in the remote sections of the counties adjacent to the apple belt, particularly Lunenburg County.

The barrel is still used exclusively throughout Nova Scotia as the standard apple package and as the bulk of the apple crop is exported, the barrels so used are not available for a second year, and hence, each year's crop demands a corresponding production of containers.

The Annapolis Valley produces most of the apples grown in Nova Scotia, the crop averaging throughout recent years something like 2,000,000 barrels annually, which means that about 1,500,000 barrels must be produced to serve the needs of the exporters.

"During the winter months, the wood is cut and hauled to local sawmills. Second growth maple and birch is largely used. The logs are first sawn into stave length—about the length of cordwood. A cylinder saw then rips out the staves with the proper degree of roundness. They are then trimmed on a bandsaw, which automatically shapes them to the proper width—narrow at either end and full in the center. The heading is sawn from short pieces of boards of the proper thickness.

"With this wood sawn into staves and heads the small operator then sets up his assembling frame in some convenient shed at his own home, where he fills in many an hour of 'spare' time. For hoops he uses saplings of alder, birch, willow or other growths, which are split or shaved down to the required thickness. As the hay gradually disappears from his barn a second crop fills the vacancy—a crop of apple barrels, which will be marketed before the space is again required for hay."

Apple barrels now sell from 40 to 50 cents a piece. During the war the price soared to a dollar.

There are, of course, in addition to the farm output, several shops which have a fairly large production, but the combined production of the small operators, to whom such work is merely a side line to apple growing and other farm activities, plays an important part in stabilizing the industry.

RECORD OUTPUT OF PORTLAND CEMENT

Production and shipments of Portland cement during August were the highest ever recorded for any month in the industry, reports the Bureau of Mines. Production shows an increase of more than 8 per cent. and shipments of 9 per cent. over that of August, 1924.

The total shipments of cement in June, 1925, were 17,501,000 barrels, 18,131,000 barrels in July and 18,383,000 barrels in August, in comparison with 15,036,000 barrels shipped in June, 1924; 16,614,000 barrels in July, 1924 and 16,855,000 barrels shipped in August, 1924.

More than 3,750,000 barrels, or 20 per cent. of the total cement shipments went into the South.

PURCHASES PLANT

The J. D. Hollingshead Company, of Chicago, Ill., has purchased a site and building in Cairo, Ill. The building will be remodeled, and will be used for the manufacture of slack barrels.

E. A. POWELL RECOVERING FROM RECENT INDISPOSITION

E. A. Powell, president of the Powell Cooperage Company, Memphis, Tenn., who is known throughout the length and breadth of the country as "Tom" (presumably because he was *not* christened Thomas) is back at his desk after a recent illness, which confined him to his home for a few weeks. His recovery will gratify the hosts of friends that the genial "Tom" has made during the many years that he has fraternized with the cooperage buyers of the country.

ALTON J. HAGER NEW HEAD OF CONCATENATED ORDER OF HOO-HOO

Alton J. Hager, of Lansing, Mich., is the new Snark of the Universe of the Concatenated Order of Hoo-Hoo. He was elected at the Thirty-fourth Annual Convention, at Spokane, Washington, September 16, 1925. He succeeds James H. Allen, St. Louis.

Other officers of this national lumbermen's association selected at Spokane were: Senior Hoo-Hoo, Harry Kendall, Houston, Tex.; Junior Hoo-Hoo, Rodman Hendrickson, San Francisco, Calif.; Bojum, B. F. Howe, Boston, Mass.; Scrivenoter, Theodore Sparks, Winnipeg, Canada; Jabberwork, J. A. Edgecumbe, Vancouver, B. C.; Custocation, Arthur Hood, Minneapolis, Minn.; Arcanoper, Alvin Schwager, Seattle, Washington; Gurdon, N. N. Brock, Miami, Florida.

All of the candidates were the unanimous choice of the convention, and were elected by acclamation upon presentation of their names by the nominating committee.

FOREIGN MARKETS FOR AMERICAN FRUIT

Since last autumn Edwin Smith, foreign marketing specialist of the Bureau of Agricultural Economics, has been making a personal study of the great centers of fruit distribution in Europe. Mr. Smith has rendered a series of most interesting reports, which should prove of real value to all American shippers of apples and citrus fruits who already have connections, or who desire to make connections, in foreign markets. These reports, in mimeographed form, can be obtained from the foreign section of the Bureau of Agricultural Economics Library, Department of Agriculture, Washington, by those growers and shippers who have actual need of such information. The designations of the several reports and their respective titles are as follows:

A-1. Marketing American Apples in Germany.
A-2. Marketing Apples in the Netherlands.
A-3. Bremen as a Primary Fruit Market for Apples.
A-4. Hamburg as a Market for American Apples.
A-5. Copenhagen as a Market for American Apples.
A-6. Gothenburg as a Market for American Apples.
A-7. Marketing American Apples in Stockholm, Oslo (Christiania) and Bergen.
A-8. The Cardiff Apple Market.
A-9. European Apple Markets in 1924.
A-10. The Distribution of American Apples through Liverpool.
A-11. Glasgow as a Primary Fruit Market.
A-12. Slack-Pack Barrels of Apples in Export Markets.
A-13. Effect of Shipments via the Panama Canal on Apple Prices in Great Britain.
A-14. Price Levels in Great Britain.
A-15. Distribution of Apples through Manchester.
A-16. Distribution of Apples through Bristol.
A-17. The Distribution of Apples through Cardiff.
A-18. The Distribution of Apples through Hull.
A-19. The Distribution of Apples through Newcastle-on-Tyne.
A-20. Northwestern Boxed Apples Bring Good Prices in Germany in Spring.
A-21. Prospects for Lighter European Apple Crop in 1925.
A-22. Fruit Distribution through London.
A-23. Fruit Distribution through Southampton.
A-24. Fruit Cold-Storage Facilities in Europe.
A-25. Fruit Distribution in Paris.

NEW MADRID STAVE COMPANY REBUILDING PLANT

The New Madrid Stave Company, of New Madrid, Missouri, is having its plant at that place, which was recently destroyed by fire, rebuilt. The mill, which will be equipped with a new complement of machinery, will have a capacity of 50,000 staves per day.

HAVE INSTALLED SLACK STAVE MILL

A new slack stave mill has been installed by the Merryman Cooperage Co., Newport, Ark., on the site of the Sandpeeco Veneer Co., which site they recently purchased.

Canada's Commercial Crop of Apples Will Be Slightly Smaller Than That of 1924

Detailed reports from various districts indicate a harvest of good-sized fruit of excellent quality

The Canadian commercial apple crop may be estimated at this date to indicate 96 per cent. of 1924, or 2,643,869 barrels. A gain of 90,502 barrels is shown from British Columbia, Ontario, Quebec and New Brunswick combined, and a loss of 43,485 barrels from Nova Scotia, which gives a net gain of 47,017 barrels or a 2 per cent. increase compared with the August report.

Commercial apple production in the various provinces in Canada, 1924, and estimated 1925:

		1924	Estimated 1925
New Brunswick	Barrels	69,292	55,433
Nova Scotia	Barrels	1,147,267	975,176
Quebec	Barrels	71,175	51,100
Ontario	Barrels	684,810	862,860
British Columbia	Boxes	5,331,000	2,097,900

Ontario

The commercial apple crop in Ontario is now forecast at 126 per cent. of 1924, or 862,860 barrels compared with 821,772 barrels estimated August 1st and 684,810 in 1924. This increase over last month is due to the fruit sizing exceptionally well throughout western Ontario and the general prospects for a large percentage of high-grade fruit throughout the province. Western Ontario's crop is placed at 573,440 barrels or 115 per cent. of last year and a gain of 10 per cent. since our last report. Eastern Ontario remains the same with a forecase of 150 per cent. of 1924, or 279,249 barrels.

Western Ontario

Western Ontario promises a commercial yield of 573,440 barrels. Fruit is generally very clean, although in some orchards where spraying has not been properly followed, scab is in evidence. The general pack will show a large percentage of No. 1 and No. 2 fruit.

Eastern Ontario

Commercial apple crop conditions have not changed during the past month, the estimate being placed at 150 per cent., or 279,249 barrels. Weather conditions have been good for the proper sizing of the fruit. The crop generally is exceptionally clean. Spies are heavy throughout the district, while Golden Russet, Baldwin and Stark promise a good yield and other varieties will be well represented in the commercial pack. Unless present conditions change, the percentage of high-grade fruit should be the best in a number of years.

Quebec

Favorable weather conditions during the past month have rendered remarkable growth and sizing of the apple crop. The crop is now estimated to be 72 per cent. of 1924, or 51,100 barrels. Fire blight has affected the trees in some districts, causing a reduction in the crop. The principal variety affected has been the Alexander. In some sections the apple curculio and apple maggot are doing some damage in orchards that have not been properly sprayed. Generally speaking, if present conditions continue, the crop will be practically free from scab.

New Brunswick

The apple crop in New Brunswick shows a slight improvement over a month ago, the estimate being placed at 55,433 barrels compared with 51,969 on August 1st and 69,292 in 1924. The improved conditions are attributed to the frequent showers during August, which have been conducive to growth and sizing of the fruit. Most varieties promise excellent color, while scab is developing rapidly in orchards that have not been carefully sprayed. McIntosh and Fameuse, the two principal varieties grown in the province, indicate a crop slightly below average.

Nova Scotia

Apple crop conditions in Nova Scotia show a slight loss during the past month, the commercial crop now being forecast at 85 per cent., or 975,176 barrels compared with 1,147,267 barrels in 1924. This is the lightest crop prospect this province has had for a number of years and is only 64 per cent. of the five-year average. The crop is light and very scabby throughout the center of the Annapolis Valley from Annapolis to Kentville, while on the high lands the crop is heavy and likewise shows considerable scab.

NATIONAL DIRECTORY OF COMMODITY SPECIFICATIONS READY FOR DISTRIBUTION

The National Directory of Commodity Specifications, which is being issued by the Bureau of Standards, with the co-operation of the Bureau of Foreign and Domestic Commerce, is now ready for distribution.

This directory contains in convenient form information regarding the best known specifications for more than 6,000 commodities. The book tells not only what specifications are in general use, but also by whom they were prepared and where copies can be obtained. In it are conveniently indexed for ready finding about 27,000 specifications prepared by the Federal Specifications Board and the separate departments of the Federal Government, by State and city purchasing agents, public utilities, technical societies, and trade associations.

The contents include: A statement and endorsement by the Advisory Board, a foreword by Secretary Hoover, a thoroughly classified list of specifications for all types of commodities. There are also included an alphabetical list of commodities, which serves as an index to the specifications, and directions for obtaining copies of specifications listed in the directory.

Summary of Commodities and Specifications Therefor

Decimal Class	Commodity Groups	Commodities Indexed	Approx. No. of Specifications
000	Animal and animal products	350	1,600
100	Vegetable food products, oil, seeds, expressed oil and beverages	525	2,100
200	Other vegetable products (except fibers and wood)	400	800
300	Textiles	275	1,900
400	Wood and paper	625	3,300
500	Non-metallic minerals	725	3,300
600	Ores, metals and manufactures (except machinery and vehicles)	1,700	6,400
700	Machinery and vehicles	800	2,900
800	Chemicals and allied products	600	2,400
900	Miscellaneous	650	2,400
	Total	6,650	27,100

Official representatives of fourteen leading national societies interested in specifications served as members of a board organized by Secretary Hoover to act in an advisory capacity in connection with the preparation and publication of the directory. The board is composed of representatives of the American Electric Railway Association; American Engineering Standards Committees; American Hospital Association; the American Hotel Association; American Society for Testing Materials; Associated Business Papers, Inc.; Associates for Government Service, Inc.; Chamber of Commerce of the United States; National Association of Manufacturers; National Association of Purchasing Agents; National Conference of Business Paper Editors; National Conference of Governmental Purchasing Agents; National Electric Light Association, and the Society of Automotive Engineers.

In accordance with the recommendations of the Advisory Board use has been made of the decimal system of classification, the specifications being classified according to "source" rather than the "use" of the commodities, and the book is being printed on "standard catalogue" size sheets in the dictionary or reference-book style. It is printed in small but legible type, and thus the number of pages has been kept at the minimum, 385, without sacrificing the usefulness of the directory. It is available at the actual cost of printing and binding, $1.25 per copy.

Directions for Obtaining the Directory of Specifications

Copies of the National Directory of Commodity Specifications may be obtained from the Superintendent of Documents, Government Printing Office, Washington, D. C., by sending *with* the order a remittance either in the form of post office money order, coupons (issued for the specific purpose of purchasing government publications), express money order, New York draft, or cash—at the senders own risk. It is important to follow these directions explicitly to avoid delay and confusion.

Gulf States Portland Cement Company has been reorganized, and offices will be moved to Chattanooga, Tenn. The company's plant at Lemopolis, Ala., will be improved and enlarged, and the name changed to Warrior Portland Cement Corporation.

DEPARTMENT OF AGRICULTURE'S SEPTEMBER ESTIMATE OF APPLE CROP INDICATES SMALLER YIELD THAN IN 1924

According to the September forecast issued by the United States Department of Agriculture the 1925 apple crop will fall short of the 1924 production by more than 18,000,000 barrels. The forecast is for 30,394,000 barrels, as compared with 48,701,000 in 1924. The condition of the crop for the United States as a whole is placed at 57.6 as for September 1st. The estimate gives Washington a considerable decrease over last year, while Virginia has a considerable decrease. The Missouri-Arkansas district is credited with increases as compared with 1924.

A comparison of the actual output last year with the forecast for the present year is given below:

	Condition Sept. 1	Est. Prod. 1925, Bbls.	Prod. 1924, Bbls.
Maine	68	641,000	651,000
New Hampshire	69	230,000	292,000
Vermont	69	119,000	160,000
Massachusetts	63	580,000	660,000
Rhode Island	58	53,000	64,000
Connecticut	68	215,000	260,000
New York	56	4,809,000	3,738,000
New Jersey	62	471,000	474,000
Pennsylvania	50	992,000	780,000
Delaware	58	284,000	310,000
Maryland	45	270,000	254,000
Virginia	32	1,221,000	2,520,000
West Virginia	32	674,000	2,520,000
North Carolina	40	147,000	307,000
South Carolina	35	.....	.....
Georgia	43	67,000	110,000
Ohio	45	652,000	694,000
Indiana	55	249,000	145,000
Illinois	60	1,250,000	952,000
Michigan	58	1,770,000	1,222,000
Wisconsin	71	114,000	98,000
Minnesota	50	34,000	38,000
Iowa	45	74,000	150,000
Missouri	50	658,000	588,000
South Dakota	25	.....	.....
Nebraska	40	61,000	120,000
Kentucky	39	62,000	162,000
Kansas	55	365,000	471,000
Tennessee	33	41,000	106,000
Alabama	40	.....	.....
Mississippi	54	.....	.....
Louisiana	55	.....	.....
Texas	47	.....	.....
Oklahoma	41	28,000	54,000
Arkansas	70	850,000	787,000
Montana	20	28,000	70,000
Wyoming	50	.....	.....
Colorado	72	792,000	806,000
New Mexico	55	215,000	150,000
Arizona	65	10,000	7,000
Utah	82	204,000	140,000
Nevada	95	.....	.....
Idaho	75	1,284,000	714,000
Washington	70	8,150,000	6,650,000
Oregon	62	1,428,000	1,750,000
California	50	1,202,000	1,474,000
United States	57.6	30,394,000	48,701,000

ANOTHER OPPORTUNITY FOR THE COOPERAGE TRADE

A chemical process for making sugar from corn has been developed, and it is expected that it will be placed on a commercial basis in the near future and that in time the making of maltose sugar from corn will play an important part in the utilization of that crop.

The possibility of making crystalline maltose sugar from cornstarch has been known to chemists for many years, but certain chemical details having to do with controlling the temperature necessary in the process have been lacking, and it has not been possible heretofore to produce the sugar from cornstarch economically, *Candy Factory* points out.

The new method has been developed by the United States Bureau of Chemistry, which has applied for a public patent for it. The process is said to be so simple that the final cost will be at a figure which will enable the production of maltose sugar at a cost comparable with that of cane sugar.

The new product is obtained in the form of fondant-like masses and not the granulated form, like granulated cane or beet sugar. It can be melted and cast in moulds like fondant made from cane or beet sugar and can be used in making chocolate-cream centers and other cream confections and as a substitute for powdered sugar.

GILBERT WYMOND GOES TO GRAHAM STAVE AND HEADING COMPANY

Gilbert Wymond, who for the past two years has been with the Chess-Wymond Company, at the main office in Louisville, Ky., has transferred the seat of his activities to Jackson, Miss., where he is filling an executive position with the Graham Stave and Heading Company of that city.

Cooperage Exports, Calendar Year 1924, as Compiled by Department of Commerce

Exported to—	4201. Staves, tight		4202. Staves, slack		4203. Heading		4205. Shooks, tight		4206. Shooks, slack		4209. Barrels, casks, and hogsheads, empty	
	Number	*Dollars*	*Number*	*Dollars*	*Sets*	*Dollars*	*Sets*	*Dollars*	*Sets*	*Dollars*	*Number*	*Dollars*
Azores and Madeira Islands	67,452	26,803	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Belgium	.....	.....	.....	.....	10,472	2,200	.....	.....	.....	.....	2	5
Denmark	.....	.....	9,867	839	2,973	1,359	600	1,450	.....	.....	.....	.....
France	4,813,405	1,003,680	288,976	67,903	20,200	3,100	.....	.....	.....	.....	.....	.....
Germany	651,012	35,385	90,883	3,900	72,513	5,956	100	500	.....	.....	146	794
Greece	.....	.....	158,150	7,070	.....	.....	12	40	.....	.....	.....	.....
Italy	130,930	15,185	5,187	3,250	260	150	95	1,700	.....	.....	.....	.....
Netherlands	2,048,972	94,100	420,114	10,865	32,727	7,114	7,012	9,528	.....	.....	5,000	2,925
Portugal	845,289	454,028	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Spain	1,710,085	478,399	176,362	17,300	.....	.....	.....	.....	.....	.....	.....	.....
Sweden	.....	.....	.....	.....	750	330	.....	.....	.....	.....	.....	.....
Switzerland	2,500	155	.....	.....	500	55	.....	.....	.....	.....	.....	.....
England	5,831,819	458,486	3,905,263	115,785	351,944	128,614	11,440	30,365	1,200	600	12,579	46,015
Scotland	462,816	62,388	236,580	5,575	20,215	11,500	.....	.....	.....	.....	8	39
Ireland	43,574	4,999	35,800	2,236	500	220	.....	.....	.....	.....	.....	.....
Canada	6,531,066	334,004	14,829,915	224,488	1,413,447	185,624	9,744	23,392	9,534	9,262	160,506	338,302
British Honduras	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	80	679
Costa Rica	43	37	.....	.....	.....	.....	.....	.....	.....	.....	300	846
Honduras	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	316	1,079
Nicaragua	36	40	2,485	164	.....	.....	500	2,705	.....	.....	51	51
Panama	1,056	583	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Salvador	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	24	80
Mexico	23,763	6,399	1,160	198	12,081	2,983	436	797	584,524	286,720	47,032	123,848
Miquelon and St. Pierre Islands	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	3,700	3,323
Newfoundland and Labrador	1,232	1,792	.....	.....	475	109	.....	.....	.....	.....	480	505
Bermuda	.....	.....	.....	.....	1,250	186	.....	.....	200	70	7,020	3,880
Barbados	362,313	27,980	29,088	2,600	4,124	1,023	27,864	65,971	1,750	2,800	.....	.....
Jamaica	.....	.....	.....	.....	5,018	3,626	9,056	61,648	11,474	5,817	318	331
Trinidad and Tobago	40,000	6,500	8,980,550	122,983	264,260	23,302	2,323	9,468	.....	.....	.....	.....
Other British West Indies	.....	.....	.....	.....	60	31	1,550	6,508	7,800	5,244	13,621	13,543
Cuba	3,000	740	11,895,660	169,722	1,031,371	107,229	38,721	121,930	33,265	21,581	20,060	45,063
Dominican Republic	1,000	95	.....	.....	575	438	599	1,422	208	447	3,495	12,000
Dutch West Indies	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
French West Indies	335,891	24,600	.....	.....	4,230	12,030	73,856	363,360	.....	.....	1,389	7,036
Haiti	.....	.....	1,100	25	450	298	1,004	2,652	1,536	2,594	3,363	6,541
Virgin Islands of United States	.....	.....	.....	.....	24	10	.....	.....	.....	.....	880	3,565
Argentina	1,322,900	126,140	.....	.....	100,864	55,591	802,272	2,396,564	84,163	87,044	31,968	74 452
Brazil	.....	.....	.....	.....	800	316	2,000	5,348	11,234	11,977	.....	.....
Chile	121,371	16,541	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Colombia	.....	.....	.....	.....	.....	.....	500	675	.....	.....	200	890
British Guiana	.....	.....	.....	.....	.....	.....	29	921	.....	.....	.....	.....
Peru	13,800	5,640	.....	.....	.....	.....	.....	.....	.....	.....	500	1,750
Uruguay	14,400	1,040	.....	.....	1,250	391	12,854	31,503	5,000	10,500	.....	.....
Venezuela	182	300	.....	.....	7,000	2,464	5,250	8,125	4,000	2,800	3,112	5,032
British India	378,133	14,328	145,500	5,387	24,894	13,715	.....	.....	.....	.....	.....	.....
Straits Settlements	.....	.....	.....	.....	.....	.....	1,350	3,630	.....	.....	.....	.....
China	.....	.....	.....	.....	25	13	16,300	42,255	.....	.....	3,001	7,664
Java and Madura	.....	.....	.....	.....	.....	.....	722	8,200	.....	.....	.....	.....
Other Dutch East Indies	.....	.....	.....	.....	.....	.....	1,025	2,810	.....	.....	.....	.....
Hongkong	574,951	25,855	30,000	1,230	.....	.....	.....	.....	.....	.....	.....	.....
Japan	50,000	2,300	.....	.....	.....	.....	10	1,000	.....	.....	2,110	7,608
Kwangtung, leased territory	.....	.....	700	105	.....	.....	12,000	27,649	10,000	27,000	.....	.....
Philippine Islands	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	125	110
Australia	128,236	33,965	132,196	7,252	5.000	2,000	220	610	235	300	25	263
French Oceania	.....	.....	.....	.....	.....	.....	.....	.....	540	485	.....	.....
New Zealand	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	6	14
British West Africa	.....	.....	.....	.....	.....	.....	27,001	260,765	.....	.....	8,794	77,795
British South Africa	343,380	52,042	22,818	1,150	.....	.....	.....	.....	.....	.....	286	2,013
Egypt	14,790	3,600	.....	.....	.....	.....	.....	.....	.....	.....	3,000	7,500
Algeria and Tunis	1,279,686	324,273	60,600	1,100	.....	.....	.....	.....	.....	.....	.....	.....
Other French Africa	135	215	.....	.....	.....	.....	4,070	40,550	.....	.....	145	875
Liberia	.....	.....	.....	.....	.....	.....	250	2,150	.....	.....	.....	.....
Madagascar	.....	.....	.....	.....	.....	.....	1,001	2,352	507	1,115	.....	.....
Morocco	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Total	28,149,218	3,642,617	41,458 954	771,127	3,390,254	571,977	1,071,766	3,538,543	767,170	476,356	333,642	796,416

AMERICAN FOREST WEEK COMMITTEE PLANS PERMANENT ORGANIZATION

Frank O. Lowden, chairman of the American Forest Week Committee, has just given the signal which will start the machinery for the observance of American Forest Week next year.

The sub-committee, appointed by Chairman Lowden last spring to formulate a plan for permanent organization, recently completed its report to the chairman who has given approval in principle to the suggestions submitted. The sub-committee consisted of William B. Greeley, forester of the United States, chairman; Wilson Compton, secretary and manager of the National Lumber Manufacturers' Association; R. S. Kellogg, chairman of the National Forestry Program Committee; Ovid M. Butler, representing the American Forestry Association, and James H. Allen, representing the Concatenated Order of Hoo Hoo.

The sub-committee submitted the following as the aims and purposes of the American Forest Week movement:

"The object in forming the American Forest Week Committee is to bring together all organizations desirous of advancing the forestry movement in an associated effort to increase public interest in forest fire control, tree growing, forest uses, and in general the public need for and value of forestry.

"To this end it will be the aim of the committee:

"1. To promote the widest possible co-operation of all agencies willing to enlist in the work, for the purposes specified.

"2. To confine its field of effort as an organization to matters concerning the desirability of which there is general accord and to exclude propaganda designed to favor some special viewpoint.

"3. To promote local discussion of forestry needs with a view to the formulation of such local forestry programs as consideration of the needs may lead to."

The following policy will be pursued as means for securing the above aims:

1. Membership in the committee to be open to all organizations of State or national scope wishing to be associated in the common effort and in position to take helpful part in it.

2. Direction of the committee's activities to be centered in a limited group of organizations representative of diversified viewpoints.

3. Responsibility for financing the activities of the committee to be assumed by the members of this group in approximately equal proportion to the extent that this is practicable. If supplementary contributions become necessary they will be sought under such plans as the group may authorize.

Governor Lowden has issued a call for a meeting of representatives of the 88 co-operating associations, with invitations to a number of organizations which heretofore have not participated. This general meeting of the committee will be held in Washington, September 28th, at 10.30 A. M., rooms G and H, Chamber of Commerce of the United States. Governor Lowden will preside.

At the forthcoming meeting methods of financing the work will be discussed with a view of placing the movement upon a permanent basis. The plan of permanent organization calls for a budget of approximately $15,000 a year, to which the various co-operating associations will be asked to contribute.

COOPERAGE EXPORTS FOR THIS YEAR

According to *Commerce Reports*, the official organ of the Bureau of Foreign and Domestic Commerce, cooperage exports have been increasing. the first seven months' 1925 total value of $6,254,180 being over $1,000,000 more than for the corresponding seven months in 1924. The month of July was $130,800 better than July of last year.

WILL REBUILD COOPERAGE PLANT

The Sandusky Cooperage Company announces the rebuilding of its plant at East St. Louis, Ill. The new structure will cost approximately $500,000, and will be modern in every respect. The plant replaces the one destroyed by fire some time ago.

For Seventy-seven Years
Specialists in Quality
Stave, Veneer,
Hog and Planing
Machine Knives.

Established 1848
D. LOVEJOY & SON
LOWELL, MASS. NEW ORLEANS, LA.
ANDERSON ,IND. ST. LOUIS, MO.

Standard Sizes in Stock.
Always Reliable.
Prompt Shipments.
Satisfaction Guaranteed.

Unethical Advertising Draws Criticism

(Continued from page 12)

steel corner post if bent or broken, compared with the cost of repairing a wooden corner post subjected to the same shock?

"We, of course, have very little knowledge of your body, and, as stated above, we have no criticism to make of it, but we seriously doubt your ability to furnish a body of lighter weight or greater endurance and slower depreciation and, at the same time, supply the measure of safety to be obtained from the use of a body reinforced with wood. Properly seasoned ash, elm or oak, weight for weight with steel, possess merits which will meet with any competition which may be offered by steel in automobile body construction.

"We feel that you should be acquainted with our views on the subject and that in justice to the wood industry, your advertising copy in the future should be more conservative and comparisons of steel with wood should be in strict accordance with established facts.

"We will appreciate it if you will let us know your policy for the future in giving publicity to your products and we hope that you will see fit to refrain from unjust criticism of wood. There is ample room for advertising the merits of steel without running down wood, and we feel that we can advertise our products without berating steel. However, the steel industries, in recent years, have based its claims for patronage on the superiority of steel over wood and if this policy is to be followed, as much as we would regret doing so, we will be compelled to give publicity to quite a few tests which will prove conclusively that such claims are without merit."

TREE DISTRIBUTION UNDER THE KINKAID ACT

More than 195,000 trees were distributed last year to farmers in the Kinkaid district of Nebraska from the United States Forest Service nursery at Halsey, Neb., according to a circular just issued by the United States Department of Agriculture, "Tree Distribution under the Kinkaid Act of 1911." This brings the total number of trees distributed since 1912 above 1,800,000.

Reports sent in by the farmers who have planted trees received from this nursery indicate that an average of about half of them survive. This is a good showing considering the inhospitable sand-hill sites on which many are planted. Some planters who take unusually good care of the trees have obtained almost perfect stands.

Jack pines planted by the Forest Service itself on the sand hills at Halsey have succeeded so well that true forest conditions now prevail in some of the plantations. The circular states that 10,000 acres have been successfully planted by the government and even on the roughest and lightest sand hills in State 50 to 85 per cent. have survived. Some of the trees planted twenty years ago have reached a height of 32 feet and a diameter of 6 inches, and the average height and diameter of trees of this age are 24 feet and 4⅔ inches, respectively.

"The main object of the tree distribution by the government," says the circular, "is to stimulate interest in tree growing, chiefly for the production of fuel and fence posts and the establishment of windbreaks. With proper care, wood-lot plantations should begin to yield fence posts and firewood in 15 years. Since trees will do well on soils not suitable for farm crops, profitable use can be made of what might otherwise be unproductive areas. Furthermore, the establishment of windbreaks and wood lots makes living conditions pleasanter and adds materially to the value of the property." The circular gives directions regarding species to plant and methods of caring for the trees.

GROWING IMPORTANCE OF COTTONSEED MEANS BUSINESS FOR THE COOPERAGE TRADE

Leaders in the cotton-oil industry at New Orleans point out that a further gain in prosperity will result to this section from the increased output of cottonseed oil products made possible by the large cotton crop. Perfection of new commercial uses for the different elements found in the cottonseed has reached the point where these seed products are now worth hundreds of millions annually.

Numerous crushing mills and refineries located over the entire South will get from the 1925 crop one of the greatest revenues ever derived by this industry. Increased prosperity will be reflected thereby all over the cotton belt.

Leaders in the cotton-oil industry also state that the effect of this year's crop will be to place the cotton-oil business in such a strong financial position, that it will rank permanently as one of the staple food industries of the world. Abundant supplies of raw materials this year over practically the entire cotton territory will give the cotton-oil mills control of their new materials over many years to come.

From the long-despised cottonseed are now produced a large number of necessities, such as vegetable compound lard, vegetable salad oil, linters, stock feed, fertilizers, varnishes, tar, linoleums, greases, oilcloth, smokeless powder, phonograph records, artificial leather and numerous other valuable products.

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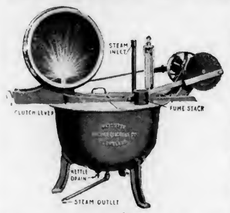

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Parties wanting anything that comes under any of the following heads, will do well to remember that these are the most reliable and trustworthy manufacturers and dealers in their respective lines. Always mention this paper when writing. I. F. C. means Inside Front Cover. I. B. C. means Inside Back Cover.

BARREL ELEVATORS AND CONVEYORS

Page

Oram Co., The John S., Cleveland, Ohio 11-15

BARREL HEATERS

Colwell Cooperage Co., New York, N. Y. 4
Hynson Company, The, St. Louis, Mo. 2
Sedgwick, E. M., Syracuse, N. Y. 1
Trevor Manufacturing Co., Lockport, N. Y. 6
Van Aken Cooperage Co., C. M., 111 Broadway, N. Y.... F. C.

BARREL MACHINERY

Holmes Machinery Co., E. & R., Buffalo, N. Y. 2
Martin, Grahn & Anderson, San Francisco, Calif. 6
Oram Co., The John S., Cleveland, Ohio 11-15
Rochester Barrel Machine Wks., Rochester, N. Y. ..... B. C.
Trevor Manufacturing Co., Lockport, N. Y. 6
Weimer Engineering Works, Philadelphia, Pa. 2

COOPERS' FLAG

Casey, P. T., Seneca Falls, N. Y. 25
Colwell Cooperage Co., New York, N. Y. 4
Henning, Inc., E., Chicago, Ill. 5
Travis, R. E., Montezuma, N. Y. 24

COOPERS' TOOLS, TRUSS HOOPS, ETC.

Colwell Cooperage Co., New York, N. Y. 4
Hynson Company, The, St. Louis, Mo. 2
Redlich Mfg. Co., 647 W. Oak St., Chicago, Ill. 24
Trevor Manufacturing Co., Lockport, N. Y. 6
Van Aken Cooperage Co., C. M., 111 Broadway, N. Y.... F. C.

DOWEL PINS

Hickson-Rogers Mfg. Co., Paragould, Ark. 25
Hynson Company, The, St. Louis, Mo. 2
Redlich Mfg. Co., 647 W. Oak St., Chicago, Ill. 24

DRAG SAWS, ETC.

Pennoyer Co., J. C., Chicago, Ill. 4
Rochester Barrel Machine Wks., Rochester, N. Y. ..... B. C.
Trevor Manufacturing Co., Lockport, N. Y. 6

ELM HOOP MANUFACTURERS

Bartlett, O. L., Mound City, Ill. 26
Peel & Bro., J. M., Lake Village, Ark. 25

EXPORTERS

Henning, Inc., E., Chicago, Ill. 5
Jerry Co., Stephen, Brooklyn, N. Y. 1
Moore Stave Co., Lucas E., New Orleans and New York 16
Perkin Cooperage Co., 25 Broadway, New York, N. Y. 1

HOOP MACHINES

Hynson Company, The, St. Louis, Mo. 2
Rochester Barrel Machine Wks., Rochester, N. Y. ..... B. C.
Trevor Manufacturing Co., Lockport, N. Y. 6

MACHINE KNIVES AND SAWS

Gerlach Co., The Peter, Cleveland, Ohio 6
Lovejoy & Son, D., Lowell, Mass. 22

NAILS, STAPLES, TACKS, CLEATS, ETC.

Colwell Cooperage Co., New York, N. Y. 4
Hynson Company, The, St. Louis, Mo. 2
Redlich Mfg. Co., 647 W. Oak St., Chicago, Ill. 24
Stanley Co., The Geo. W., Belleville, Ill. 24
Van Aken Cooperage Co., C. M., 111 Broadway, N. Y.... F. C.

PAIL AND TUB MACHINERY

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Trevor Manufacturing Co., Lockport, N. Y. 6

SECOND-HAND BARRELS

Heidt & Son, C., Jersey City, N. J. 5
Kregey, John, Wilmington, Del. 26
Pittsburgh Barrel and Cooperage Co., Pittsburgh, Pa. 24
Siegel, Lewis, Lancaster, Pa. 25

SLACK BARREL MAKERS AND BARREL STOCK

Colwell Cooperage Co., New York, N. Y. 4
Farmers Manufacturing Co., Norfolk, Va. 5
Greif Bros. Cooperage Co., Cleveland, Ohio 6
Heidt & Son, C., Jersey City, N. J. 5
Jacobs Cooperage Co., K. W., Milwaukee, Wis. 24
Mt. Tabor Cooperage Co., Danby, Vt. 5
Murray, C. E., Decherd, Tenn. 5
O'Donnell Cooperage Co., N. and H., Philadelphia, Pa. 24
Pensacola Cooperage Co., Pensacola, Fla. 25
Skaae's Cooperage, Rochester, N. Y. 24
Walsh Sons, Morris, Pittsburgh, Pa. 4

SLACK BARREL STOCK (Manufacturers or Dealers)

Farmers Manufacturing Co., Norfolk, Va. 5
Henning, Inc., E., Chicago, Ill. 5
Murray, C. E., Decherd, Tenn. 5
Pennoyer Co., J. C., Chicago, Ill. 4
Southern Cooperage Co., New Orleans, La. 25
Struthers-Zeigler Cooperage Co., Detroit, Mich. 2
Van Aken Cooperage Co., C. M., 141 Broadway, N. Y.... F. C.

SLACK COOPERAGE STOCK (Manufacturers and Dealers)

Bartlett, O. L., Mound City, Ill. 26
Carey Cooperage and Timber Co., Cypress, Ala. 25
Cate-LaNieve Co., Inc., Memphis, Tenn. 16
Cotton Mercantile Co., Ravenel, S. C. ..... I. B. C.
Colwell Cooperage Co., New York, N. Y. 4
Davis Stave Co., W. M., Memphis, Tenn. 16
Dublin-Hardwood Stave Co., Dublin, Ga. 26
Fields-Latta Stave Co., Dyersburg, Tenn. 25
Gibeon-Anderson Co., St. Louis, Mo. 3
Greif Bros. Cooperage Co., Cleveland, Ohio 6
Henning, Inc., E., Chicago, Ill. 5
Himmelberger-Harrison Lumber Co., Cape Girardeau, Mo. 3
Jerry Co., Stephen, Brooklyn, N. Y. 1
Mills Shook Cooperage Co., St. Louis, Mo. 24
Mt. Tabor Cooperage Co., Danby, Vt. 5
Murray, C. E., Decherd, Tenn. 5
Ozark Co., The, Planters Bldg., St. Louis, Mo. ..... I. B. C.
Peel & Bro., J. M., Lake Village, Ark. 25
Pennoyer Co., J. C., Chicago, Ill. 4
Pierced & Co., A. L., Chicago, Ill. 26
Powell Cooperage Co., Memphis, Tenn. 13
Reinschmidt Stave Co., Quitman, Ga. 25
Sheahan Co., B. C., Chicago, Ill. 24
Skaae's Cooperage, Rochester, N. Y. 24
Smith Lumber Co., W. T., Chapman, Ala. ..... I. B. C.
Struthers-Zeigler Cooperage Co., Detroit, Mich. 2
Sutherland-Innes Co., Ltd., Chatham, Ont. 24
Trexler Cooperage Co., Allentown, Pa. 25
Turner-Farber-Love, Leland, Miss. ..... I. B. C.
Vail Cooperage Co., Ft. Wayne, Ind. 25
Vail-Donaldson Co., St. Louis, Mo. 16
Van Aken Cooperage Co., C. M., 111 Broadway, N. Y.... F. C.

SLACK COOPERAGE STOCK (Manufacturers and Dealers) —Continued

Page

Walsh Sons, Morris, Pittsburgh, Pa. 4
Wineman, Henry Jr., Detroit, Mich. 12
Wylie & Wilson, Inc., Saginaw, Mich. 16

SPRAYING MACHINES

Eureka Machine Co., 2605 Vega Ave., Cleveland, Ohio 26

STAVE AND HEADING MACHINERY

Gerlach Co., The Peter, Cleveland, Ohio 6
Holmes Machinery Co., E. & R., Buffalo, N. Y. 2
Oram Co., The John S., Cleveland, Ohio 11-15
Rochester Barrel Machine Wks., Rochester, N. Y. ..... B. C.
Trevor Manufacturing Co., Lockport, N. Y. 6

STEEL AND WIRE HOOPS

American Steel and Wire Co., Chicago and New York 4
Hanlon-Gregory Co., Pittsburgh, Pa. ..... F. C.
Henning, Inc., E., Chicago, Ill. 5

TIGHT BARREL MAKERS AND BARREL STOCK

California Barrel Co., San Francisco, Calif. 24
Chickasaw Wood Products Co., Memphis, Tenn. 4
Hudson & Dugger Co., Inc., Memphis, Tenn. ..... F. C.
Michel Cooperage Co., Sandusky, Ohio 24
Moore Stave Co., Lucas E., New Orleans and New York 16
National Cooperage and Woodenware Co., Peoria, Ill. 24
Perkin Cooperage Co., 25 Broadway, New York, N. Y. 1
Pensacola Cooperage Co., Pensacola, Fla. 25
Pittsburgh Barrel and Cooperage Co., Pittsburgh, Pa. 24
Sutherland-Innes Co., Ltd., Chatham, Ont. 24
Walsh Sons, Morris, Pittsburgh, Pa. 4
Weidt & Bro. A. M., Cleveland, Ohio 26

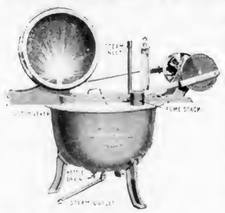
TIGHT COOPERAGE STOCK (Manufacturers or Dealers)

Brown, D. K., Ruston, La. 25
Cate-LaNieve Co., Inc., Memphis, Tenn. 16
Clerin-Johnson Cooperage Co., Carlton, Ore. 25
Colwell Cooperage Co., New York, N. Y. 4
Dublin-Hardwood Stave Co., Dublin, Ga. 26
Eckhardt & Lennon, Monroe, La. 25
Graham Stave & Heading Co., Jackson, Miss. 13
Harlan-Morris Mfg. Co., Jackson, Tenn. 25
Hennen Cooperage Co., The, Lake Providence, La. 24
Henning, Inc., E., Chicago, Ill. 5
Krafft Cooperage Co., St. Louis, Mo. 24
Moore Stave Co., Lucas E., New Orleans and New York 16
Mt. Olive Stave Co., Batesville, Ark. 5
Ozark Timber and Stave Co., Chicago, Ill. 24
Pennoyer Co., J. C., Chicago, Ill. 4
Sheahan Co., B. C., Chicago, Ill. 24
Sigman, M. L., Monticello, Ark. 5
Sutherland-Innes Co., Ltd., Chatham, Ont. 24
Wilson Stave Co., W. W., North Little Rock, Ark. 25

TIGHT STAVE MANUFACTURERS

Dublin-Hardwood Stave Co., Dublin, Ga. 26
Eckhardt & Lennon, Monroe, La. 25
Henning, Inc., E., Chicago, Ill. 5
Moore Stave Co., Lucas E., New Orleans and New York 16
Reinschmidt Stave Co., Quitman, Ga. 25
Sigman, M. L., Monticello, Ark. 5
Sutherland-Innes Co., Ltd., Chatham, Ont. 24
Wilson Stave Co., W. W., North Little Rock, Ark. 25

CLEVELAND SPRAYING MACHINES



For lining the interior of barrels, tubs, etc., with any hot or cold liquid coating. These Outfits can be operated by HAND or POWER, and will economize in labor, time and material.

A package is laid over spray nozzle, clutch thrown in and after pump has made from 5 to 6 strokes, clutch is thrown out and package is coated. ***Capacity*** as fast as the men can handle the cooperage.

We also build Superheaters and Branding Machines.

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Milk, Oil and Lard Tierces and Kegs
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FREIGHT RATES TO

St. Louis, 13c	New Orleans, 24c
Louisville, 20.5c	Buffalo, 31.5c
Chicago, 16c	Pittsburgh, 31.5c
Milwaukee, 23.5c	Norfolk, 40.5c
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CHAPMAN :: :: ALABAMA

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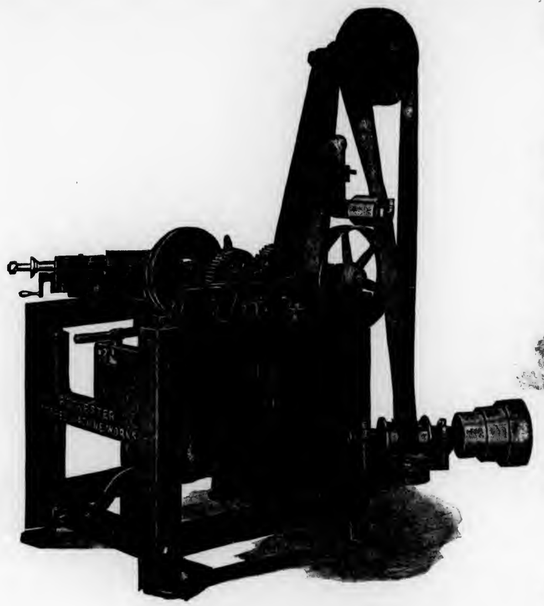
THE NATIONAL
Coopers' Journal
DEVOTED TO THE COOPERAGE INDUSTRY.

A PAPER OF GREAT VALUE TO ALL STAVE, HEADING, HOOP MANUFACTURERS AND COOPERS

Vol. 41 | Published the First of Each Month. Subscription Price $2.00 Per Year. Foreign Subscription $2.50 Per Year. | Philadelphia, November, 1925 | Entered as Second-Class Matter at the Post-Office in Philadelphia, Pa. | No. 7



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This Turner is designed for Circling Slack Keg Heading, Barrel Heading and Square Edge Covers.

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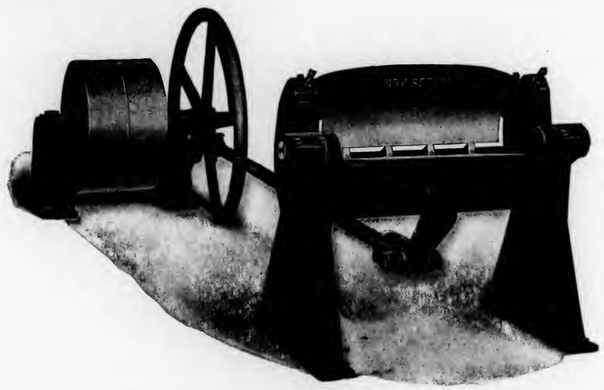

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A new design machine of extremely strong and rigid construction especially adapted for cutting hardwood staves. Write for particulars.

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Successor to JOHN GREENWOOD

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WHEN it comes to coopers' tools and supplies "Hynson" stands second to none. We manufacture our products and are always stocked to handle orders promptly and satisfactorily. There is nothing the barrel maker needs that we can not supply. Place your orders with us now.

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Hot Process Galvanizing of Hoop Steel in Coils and Cut Lengths

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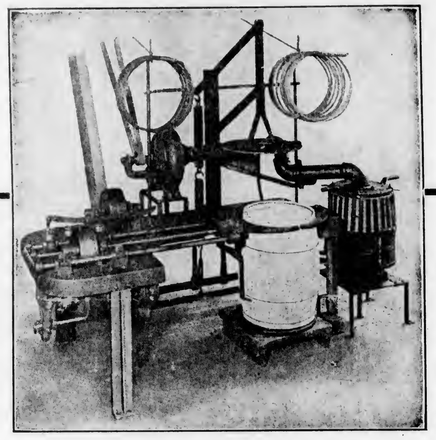

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for heading-up and hooping off all classes of slack cooperage. Repeat orders and the successful operation of every machine sold in various parts of the country, is our history to date.

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It will Pay You
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Remember the Name "Gerlach" on

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There is None Better Built than **GERLACH** As thousands of Owners will Testify

Write for prices

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The Best Life Insurance For
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It Gives Best Results

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SLACK BARREL MATERIAL
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Staves
Heads
Kegs
Barrels
Shooks

Lucas E. Moore Stave Co.
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MILLS { Louisiana, Arkansas / Mississippi and Alabama

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that are distinguished by a marked superiority of manufacture and materials.

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that deliver their contents in perfect order and command the confidence of careful shippers.

Our **APPLE BARREL STOCK** has won a national reputation for quality and value.

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for heading-up and hooping off all classes of slack cooperage. Repeat orders and the successful operation of every machine sold in various parts of the country, is our history to date.

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SLACK BARREL MATERIAL

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Staves
Heads
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Lucas E. Moore Stave Co.
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PROMPT SHIPMENT CLOSE INSPECTION QUALITY

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In Best Quality Slack Barrel
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Sizes 9¼" to 24" Bevel or Square Edge
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MANUFACTURERS OF
Tight Barrel Circled Heading

Slack Cooperage Stock
Straight, Matched or Mixed Cars
STAVES HOOPS HEADING
Cut properly, dried thoroughly, priced fairly, delivered promptly
Your inquiry will receive immediate attention
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United Home Building - ST. LOUIS, MISSOURI

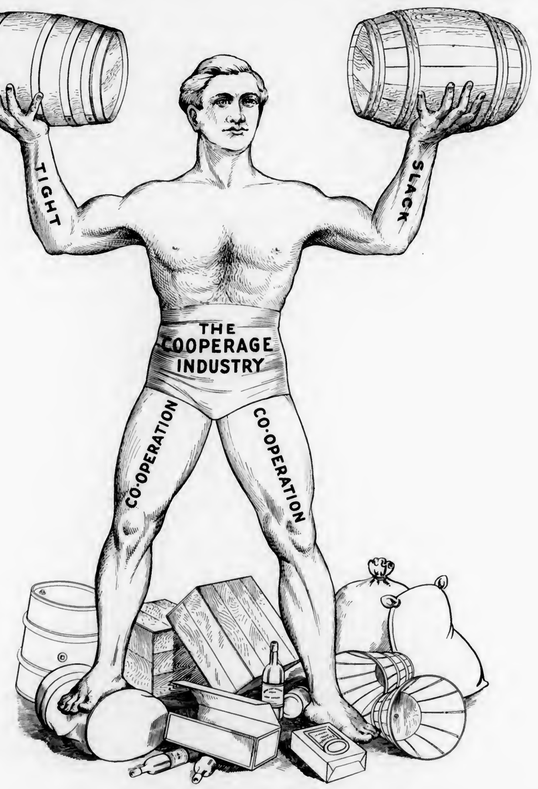
COLLETON MERCANTILE and MANUFACTURING COMPANY, Incorporated
Manufacturers of
KILN-DRIED PINE AND GUM HEADING
18-in. Chamfered and Crozed Keg Staves
Our stock conforms to the highest "Quality" Standards
CUT CLEAN DRIED THOROUGHLY SHIPPED PROMPTLY
Slack Cooperage Plants and Sales office,
RAVENEL, S. C.
AIR DRIED & LISTED WHITE OAK, RED OAK, GUM, ASH & CYPRESS STAVES
High Grade Tight Stock Manufactured from Fine Timber.
THOROUGHLY AIR DRIED, WHEEL LISTED, HAND CULLED
Tight Cooperage Plant and Sales Office,
RITTER, S. C.

United We Stand—Divided We Fall

A call to the Cooperage Industry that should bring a wide and an immediate response

Protect Your Business
It Can Be Done

ABOVE THEM ALL~THE WOODEN BARREL



Organized Effort Is the Greatest Power Today

"The Associated Cooperage Industries of America is in need of increased membership. Increased membership will mean increased revenues for efficient and progressive working, increased activities in every direction for the interest of the cooperage industry, increased publicity and boosting for the wooden barrel, increased propaganda to offset the questionable work of some of our substitute container 'friends,' notably the bag, increased research work whereby the wooden barrel can be used more extensively in every line where packages are needed, all of which means increased benefits to every cooperage concern in the entire trade.—Secretary C. G. Hirt."

Enroll Now--Secretary's Office, B-20 Railway Exchange Building, St. Louis, Mo.

The National Coopers' Journal

FORTY-FIRST YEAR | Philadelphia, November, 1925 | $2.00 PER YEAR VOL. XLI. No. 7

Louisville Reports Cooperage Trade Is Looking Optimistically to Cottonseed Products Lines for Good Run of Business

Demand for tight packages has slumped off somewhat over the last half of October, due to heavy frosts and cold weather, which has brought the produce season virtually to a close for this year. Plants that were running to capacity and crowded with rush orders are now running about one-half capacity, and principally on orders that are coming in from day to day, as there is very little contract business being placed. Cider, vinegar, pickle and oil-package demand is very fair.

Even the most pessimistic of cooperage men are forced to admit that there is better than normal prospect in sight from the 1925 cotton crop. The last federal crop report estimated 14,759,000 bales, while average of private estimates shows something more than 14,250,000 bales, a few private estimates running 15,000,000 bales or better. It is a very large crop, and will produce a great deal of seed, which should mean considerable activity for the seed compressers, who have been busily engaged in getting their plants in shape to handle a lot of oil this year.

Tight Staves and Heading Prices Showing Improvement

Prices of staves and heading are showing just a little improvement, but red oak prices are said to still be below cost of production. The small producing mills are not at all active at the present time, while the large concerns have been handicapped on account of a number of conditions. In midsummer it was too dry to operate, as boiler water was scarce. Later came floods, much of the South being so wet that lumber mills could not log. The big cotton crop has also attracted labor, at fancy prices, and labor for mill work is hard to secure and hold just now. Then there is the low price situation, and lack of big demand for packages.

The Barrel and Keg Price Market

Some of the cooperage plants have advanced prices over the month, showing a five-cent-per-package increase on one, two and three-gallon kegs, and a ten-cent advance on the five to 30-gallon sizes, with no changes made in the barrel quotations. Others have left their prices remain unchanged, feeling that with the active season letting down, it would be a mistake to do any advancing, which might drive off business. The slump in demand has been more noticeable in kegs than in barrels, kegs slumping considerably, while barrel movement has continued fairly active.

The Tight Stock Market

Red oak oil staves are about $5 a thousand better this month than last, but still below production cost. The change has been due to sacrificed stocks being fairly well cleaned up. Prices are quoted at $37.50 to $40 on red oak oil staves, at mill. White oak oil staves are from $45 to $50, and probably higher in quality stock; 36-inch gum staves, $34 to $35; 34-inch wine staves, $80 to $85; red oak circled heading, $35; white oak, $37; gum, $32 a thousand.

The Slack Stock Market

Slack stock prices are not available here, as Louisville is a consuming, not a producing or jobbing, center of staves, heading, hoops, etc., and, in fact, consumption here has dwindled badly, as there is no longer a single exclusive slack barrel plant in Louisville, a couple of concerns manufacturing slack barrels along with tight, but on a limited production basis, with hand labor.

Flour Mills Running Full Capacity

Flour barrels are quoted in the Louisville market at around 80 to 85 cents in car lots; produce, 65 cents; and in less than car lots, at five cents a package higher. Slack barrel demand is off somewhat, as flour mills which were running full are now on a four-day program, and lime, cement and other lines are not taking many packages. However, the dressed poultry season is starting to look up, and a heavy movement from a big crop of turkeys moving from Kentucky dressing plants to the East will start shortly.

The Tight Barrel and Keg Market

Gum barrels are at $2.35 in 45 to 50-gallon packages in less than car lots, the 15-gallon size being $1.40. Red oak oil barrels in car lots are around $2.50; white oak, $2.65; spirit, $4 to $4.50, and charred spirit, $4.40 to $5. The following prices, on less than car-lot basis, apply at the present time, and in car lots are about ten cents lower on kegs and 20 cents on barrels:

Gals.	Red Oak	White Oak	Spirit	Charred Spirit
1	$ .70	$ .75	$1.00	$1.15
2	.75	.85	1.10	1.25
3	.85	.95	1.25	1.40
5	1.00	1.10	1.90	2.00
10	1.35	1.50	2.10	2.30
15	1.55	1.65	2.40	2.60
20	1.70	1.75	2.80	3.00
25	2.00	2.10	3.15	3.35
30	2.15	2.25	3.25	3.65
45	2.65	2.75	4.25	4.65
50	2.75	2.85	4.25	4.65

Enjoying a Very Fair Business

The Chess & Wymond Co., according to L. H. Wymond, Jr., is still enjoying a very fair business for the season, although demand has slumped off somewhat, especially in kegs, as had been expected. From a daily production of kegs and barrels of 2,500 to 3,000 daily, production has slumped down to around 1,500 to 2,000 a day, the barrel business being quite fair, but keg volume not so good.

Small Supply and Reduced Production Will Effect Prices

J. N. White, Louisville Cooperage Co., remarked that business was not as good as it was a month ago, the plant now running about half capacity. Things started to slow down the middle of October. Mr. White remarked that stave and heading prices appeared to be advancing and would go higher, as a result of small offerings and low production. Of the company's four mills in eastern Kentucky, only two are running. The Louisiana operations are also on half time, the company having five stave and heading mills, two of which are running full and three on part time. The company's finishing plant at Bonica, La., has been fairly busy.

Turkey-Barrel Season Opening Up

That the turkey season is close at hand was indicated on October 22d, when the Kentucky and Tennessee turkey shippers and the Southern Poultry and Egg Association met at Bowling Green, Ky., this meeting being one of the opening guns of the season. Kentucky turkeys are shipped freely all through the East, and as a result of a very dry season the crop this year is quite large.

Canada May Soon Need Bourbon Barrels

It was recently reported that some of the old Kentucky distilleries are being dismantled and machinery and equipment shipped to Canada, to be installed in new distilling plants. This may eventually mean some Canadian business on bourbon barrels.

Great National Food Products and Allied Conventions to Meet in Louisville in January, 1926

Just recently the National Kraut Manufacturers' Association asked for and was granted the privilege of meeting in Louisville during the National Canners' Convention, to be held here January 25th to 29th, 1926. The National Syrup Manufacturers' Association, National Food Preservers' Association and National Machinery and Supplies Association will also meet. Instead of the National Canners' Association, it is getting to be a National Food Products and Allied Trades Convention, as it appears that everyone connected with the food-packing industry wants to meet at the canners' convention. This year 2,000 rooms were asked for, but later additional rooms were requested, and after a meeting the Louisville Hotel Men's Association agreed to give additional rooms. The steamer Cincinnati will also be brought to Louisville, and can give modern accommodation to 400 on board a steam-heated boat that is modern in every way, being less than two years old.

Wooden Barrel Will Be to the Fore

It is claimed that the convention this year will be the largest ever held by the canners and allied trades and that package manufacturers will take advantage of the opportunity presented to put in a number of displays at the Jefferson County Armory. It is reported that 7,000 attended the meeting in Cincinnati last year, and more are expected this year. Exhibits will be at the Armory.

National Petroleum Marketers' Association Will Meet in November

In November the National Petroleum Marketers' Association, composed of the jobbers and independent oil interests, will hold a convention in Louisville, with exhibits at the Armory. A number of package houses will probably be represented, principally the steel drum interests.

TIGHT STAVE AND TIGHT COOPERS' GROUPS INAUGURATE JOINT STATISTICAL SERVICE

Secretary Hirt, in a recent bulletin, says: "The necessity of having available for the information of members of the cooperage industry figures as to production, stocks on hand, etc., is being recognized by the various groups embraced by our association. The value, also, of co-operation between allied groups is seen in the recent inauguration of a joint statistical service for tight stave manufacturers and tight coopers. The item of price, which has always been one of the 'high points' in statistics, is not included in the service just started, so that there need be no hesitancy on the part of any individual in either group to participate in the report. In fact, this item of price is not the 'bugaboo' it formerly was supposed to be, but nevertheless its inclusion was not deemed necessary in the tight cooperage report. We are looking forward to full and complete co-operation."

THE IMPORTANCE OF THE TURPENTINE AND ROSIN INDUSTRY

The turpentine and rosin industry is of considerable importance in the United States, as indicated by figures recently put out by the Bureau of Chemistry of the Department of Agriculture. The various industries which use these products in their manufacturing reported that during the calendar year 1924 they used a total of 6,739,000 gallons of turpentine and 864,850 round barrels of rosin. The manufacturers included in these reports are makers of paint, varnish, soap, paper, rosin oil, pitch, printing ink, shoe polish, leather dressings, sealing wax, fly paper, insulating material, oils, greases, linoleum, roofing, automobiles and wagons, malleable iron and steel, pharmaceuticals, woodenware and the operators of shipyards. Paint and varnish, shoe polish, leather dressings and the automobile industry use the greater part of the turpentine, while the paper and paper size, varnish, soap, rosin oil, pitch and printing-ink makers use by far the larger part of the rosin.

HOME-MADE WINE UPHELD

The national prohibition laws do not forbid the home manufacture of cider and fruit juices raised on the premises and intended for individual use, the United States Circuit Court of Appeals held October 20th when it reversed judgment of the Federal District Court at Elkins, W. Va., by which Creed Isner was convicted of possessing seventy gallons of intoxicating liquor.

Isner declared he took cherries and elderberries from his farm and made fruit cider for his own use. Prohibition officers raided the premises and arrested Isner, but failed to produce evidence the liquor was intended for sale.

CEMENT COMPANY MERGER

The North American Cement Corporation, which recently acquired the Security Cement and Lime Company, with plants in Hagerstown, Md., and Berkley, W. Va., has purchased the property of the Tidewater Portland Cement Company, at Union Bridge, Md., and the assets in the hands of the receivers. The deal involves payment in cash of nearly $3,000,000. Owners of the Security Cement Company were paid $5,000,000 in cash and 10,000 shares of North American stock for their interests.

PACKERS WILL USE INCREASED INDUSTRIAL EFFICIENCY TO MEET FOREIGN COMPETITION

Another industry reports its conclusions regarding what must be done to hold what overseas business we have and develop more of it, in the face of competitive conditions such as we have not been forced to meet heretofore. This is in the live stock and meat-packing business, which made known its appraisal of the foreign situation at the recent annual convention of the Institute of American Meat Packers in Chicago.

The opinions and the hopes of the leaders of this business are added to those of other businesses to prove beyond doubt that the American industrialist has no ambition to reduce the living standards of American workmen to meet competition from abroad.

They also confirm the belief that foreign competition will continue to grow more effective and more general for some years, and that it can be met successfully and profitably only by the utmost in an industrial efficiency and progress far beyond our splendid achievements in the past toward reducing the unit cost of what we produce.

Can Meet Foreign Competition

F. Edson White, president of Armour and Co., speaking of these things and speaking broadly for the industry, expressed the belief that this foreign competition can be met fairly and our export business developed profitably without any drastic deflation of labor or deterioration of living standards. Like other industrialists, he makes a plea for co-operation between labor and capital to this end, and implies a confidence that such co-operation is to be had.

This is an immediate and important problem in the packing industry. Our chief meat exports from this country are hog products. In this department exports have declined about 30 per cent. thus far this year, as compared to the similar period a year ago. Just now our prices are more nearly on a parity with those of Europe than they have been, due to a considerable reduction in the price of corn and hogs.

Efforts to Cut Costs

Packers understand, however, that the country is not to prosper if all the disparity between American and European prices is to be compensated for by a reduction of return to the American farmer.

They are making unusual engineering and chemical progress these days, constantly reducing the labor cost and the unit cost of the stuff they manufacture. It is by these improvements and by the willingness of workmen to produce a little more in eight hours for a high wage that inequalities are to be overcome.

The official organization of the packing industry is getting closer to agriculture, having a better understanding of it and a closer sympathy for it every year. The packers have no desire to go back to the days of 1921, when the stuff they bought was cheap and the men they bought it from were "broke."

Already corn is selling in some parts of the country as low as 50 cents a bushel. This is given by some as an argument to defend and to encourage low prices for hogs and hog products this year. However, the farmer markets a considerable part of his corn on the hoof, and any material reduction in the price of hogs means an unprofitable crop of corn.

Seek Aid for Farmer

One evidence of the better relations existing between the farmer and the packer, a pair that until recently were traditional enemies, is indicated by the fact that the institute is endeavoring to obtain a larger appropriation that the Department of Agriculture may give the farmers more and better advice respecting when to increase their herds and when and what to fatten and market.

Many times in recent years farmers have lost because they failed to know that the foreign demand and domestic appetite required at one time well-nourished but light-weight cattle or hogs, and at other times heavier stock.

There is every indication that this year farmers may overfeed both cattle and hogs, occasioning big runs of heavy stock and price recessions. What the farmers and business generally need is accurate information about these things, and the institute proposes to help produce it.

TO EDUCATE ADVERTISERS

The Audit Bureau of Circulation should extend its activities to include education of the advertiser, O. C. Harn, of New York, president, said at the annual convention at Chicago, October 16th.

Mr. Harn recommended that this be done indirectly through stimulating advertisers' associations to stress the values that make a good advertising medium. Sound education on what is really a good medium would benefit advertiser, publisher and public, he said, by eliminating wasteful advertising.

DAIRY INDUSTRY EXPRESSES APPRECIATION OF WOODEN BARREL SERVICE

To realize what the trade extension work of A. C. Hughes, field representative of our association, means to the increased and extended use of the wooden barrel, one has only to give the deserved attention to the various association meetings which Mr. Hughes covers, and to note the fine reaction to his efforts which immediately follow, to the benefit of the cooperage industry as a whole.

If every cooperage and cooperage stock manufacturer, tight and slack, large and small, would but "open their eyes," in other words, "expand their mental vision," so far as trade extension work is concerned, they could not help but comprehend the value of trade extension, nor fail to do their full share in supporting the work through association membership.

Just read the following report of the last association covered by Mr. Hughes and the wooden barrel and see if you do not experience a deeply stirred desire to be one that is working for his individual business prosperity by getting back of his trade package and helping to boost.

Comprehensive Wooden Barrel Exhibit

Reporting on the Eighteenth National Dairy Exposition, held at the State Fair Grounds, Indianapolis, Ind., October 10th to 17th, A. C. Hughes says:

"Judging by the interest taken by dairymen in our cooperage display exhibited at the Eighteenth National Dairy Exposition, our co-operative relations with the great dairy industry promise to be a strengthening factor in the solution of problems encountered in the packing and preservation of milk products.

"Prominent creamery men from every State in the Union and provinces of Canada attended the exposition. The display of dairy equipment was the largest and most comprehensive ever exhibited—155 different exhibits showing the mechanical progress that has been made to meet the industry's needs more efficiently, economically, and more sanitary.

"The ground covered by our industry's participation in the event should have an outstanding effect on users of wooden barrels. Our literature was diligently distributed to seekers of barrel information; *Dairyink*, a publication printed daily on the grounds and distributed to thousands of visitors carried a splendid publicity story on slack and tight barrel usage for powdered and condensed milk, along with a pronounced appreciation of our co-operation as a national trade association. Our information service was taken advantage of by many barrel users and creamery men who have under contemplation the erection of plants for the manufacture of condensed and powdered milk products, and sought information on the products of the cooperage industry.

"It was noticeable that the dairy industry is only just beginning to properly appreciate the importance of equipment industries that manufacture and supply dairy needs, and that a greater appreciation is due to suppliers who provide the products so essential to its prosperity and progress.

"The cooperage industry could ill afford losing this splendid opportunity to advance its interests."

MONEY SPENT ON ADVERTISING IS INVESTED SECURITY

Advertising may be financed on an annuity basis, similar to life insurance or building and loan stock for a home, if the suggestion of Bennett Chapple, of Middletown, Ohio, vice-president of the National Industrial Advertisers' Association, in recent convention at Haddon Hall, Atlantic City, N. J., is adopted.

In opening his discussion before the convention October 20th, Mr. Chapple said the phrase, "It pays to advertise," is often used, and I am going to attempt to offer a solution to "How much does advertising have to pay to pay the principal back?"

The speaker pointed out that advertising men hold that the money spent for advertising is really spent for new business and at the same time is invested in a security that is both fire and flood proof. Closing his address Mr. Chapple made the significant statement that

"The plant may be wiped out overnight, but the good will which steady advertising establishes remains."

"DAIRYINK" SAYS COOPERAGE INDUSTRY IS KEEPING PACE WITH DAIRY MEN'S NEEDS

The issue of the daily *Dairyink* to which Mr. Hughes refers carried the following article, which should be given a special reading by every cooperage man, as it contains concrete proofs of the value of the trade extension work as now carried on by The Associated Cooperage Industries of America under the efficient direction of A. C. Hughes:

"The Associated Cooperage Industries of America—the only national trade association exhibiting at the dairy exposition, again this year comes to the front with a display of powdered milk barrels, condensed milk barrels, poultry barrels and wood barrels of every type for a multitude of users that should please the eye of discriminating food packers.

"For a number of years past the cooperage industry has kept pace with the advancing container needs of the dairy industry. The development of the tongued and grooved machine has been a wonderful problem solved for the packers of powdered milk. The tongued and grooved barrel is an ingenious package; each stave is tongued and grooved from end to end, insuring an air-tight, siftless barrel. Bilge rigidity is preserved, strong steel hoops bind the barrel, and heads are tested to withstand rough usage in transit.

"The display of tight barrels made from oak, fir and gum woods are a delight to the eye and a satisfaction to packers of condensed milk whose problems of cleanliness and sanitation are ever confronting them.

"The exhibit is being displayed in booth 90 and is in charge of Field Representative A. C. Hughes, of the Trade Extension Department, whose services in an advisory capacity is being liberally sought, judging by the constant stream of visitors who call and examine the fine display of wood barrels."

DRAIN ON NATION'S TIMBER SUPPLY A PREDOMINATING DOMESTIC ISSUE

Figures compiled by the Forest Service show that in 1923, when lumber production reached its highest point since the depression following the World War, twenty-six States produced less lumber than they consumed. Prominent among these are the populous States in the northern and eastern sections of the country where more than 30 million acres, once heavily timbered, now contribute but little to the nation's lumber cut.

It is further pointed out that California, one of the States still possessing large virgin forests, consumed in 1923 more than twice as much lumber as that State produced. Expressed in figures, California imported nearly three billion feet to meet its needs in 1923, the last year for which lumber distribution figures are available. Other States which imported between one and two billion feet are New York, Illinois, Michigan, Ohio and Pennsylvania, all of which, except Illinois, where once leading States in lumber production.

"The Census Bureau's lumber production statistics for 1924, showing an output of 36 billion board feet, reveal in part the extent to which America's virgin timber stands are being drained to meet the nation's requirements," said W. B. Greeley, chief of the Forest Service, United States Department of Agriculture.

"The fact that nearly all important industrial and agricultural regions are consuming billions of feet of virgin timber from the South and the far West and growing but little on the forest lands within their own boundaries is far from reassuring to those interested in forest conservation," continued Chief Forester Greeley.

"The drain upon the nation's timber supply is a predominant domestic issue," said Mr. Greeley, "and the American people must regard it as such until the rate of timber growth catches up with the rate of consumption. This drain is now believed to be four times the regrowth. The solution is plain—all forest land must grow timber crops and further inroads upon the country's virgin timber should not result in increasing the present vast acreage of idle forest land."

GAIN IN WATER-BORNE EXPORTS

Water-borne exports of the United States during the fiscal year ended last June 30th were six per cent. greater than the previous year, on the basis of figures prepared by the bureau of research of the Shipping Board, Washington. The aggregate was nearly 52,000,000 tons, an increase of approximately 2,850,000 tons.

Export tonnage to Great Britain and North Atlantic Europe was 2,400,000 tons in excess of 1924, the Mediterranean region exports increased 800,000, those to South America 600,000, those to the Caribbean region 400,000 and those to Africa 200,000.

Decreases were noted in the Far East trade, which was 1,200,000 tons less than in 1924; in the Mexican trade, which declined 200,000, and in the South American, French and Spanish trade, which decreased 150,000.

TREND OF TRADE IS UPWARD

BUSINESS IS GOOD

JOHN CAREY, BUFFALO, N. Y.—Reporting on present trade, want to say that right now business is good. As to supplies, I am not in the market for anything at present.

EXPECT A RUSH SEASON

BURBANK COOPERAGE CO., NEW ORLEANS, LA.—Business is good and we are expecting a rush as soon as we get a little cold weather. All crops are in splendid condition.

HAS MORE THAN HE CAN DO

FRED CARLTON, WYOMING, N. Y.—Trade with me at present is more than I can do. We have a big crop of apples and the quality is the best we ever had. Am not in the market for any stock.

TRADE VERY GOOD

AUGUST ERFURT, PHILADELPHIA, PA.—Trade is very good with me. I have no trouble in selling barrels, and I think profits are a shade better than they were last summer. As far as the outlook for the future is concerned, it looks good.

APPLE-BARREL TRADE EXCELLENT

F. L. DEAN, SODUS, N. Y.—Trade outlook for the near future is excellent for apple barrels. I may be in the market for shooks for tight barrels, white oak. Would be pleased to get quotations; also want a work-off machine for slack barrels.

OPTIMISTIC AS TO FUTURE

THOMAS DAVIES, NEW YORK CITY, N. Y.—Business is improving. The outlook is better than for the last ten months, therefore I am optimistic as to the future. I buy all my supplies through New York houses. My best wishes to THE JOURNAL.

WANTS ELM HOOPS AND GUM OR ELM STAVES

BERMAN BROS. COOPERAGE CO., EAST LIVERPOOL, OHIO.—Business has been fair with us. We are in the market for a carload of No. 1 elm hoops and a carload of No. 2 30-inch gum or elm staves, and a car of 34-inch mill-run gum staves, ¾-inch bilge.

HAVE BEEN BUSY ON SLACK WORK

YOUNG-CURLEY-LARKIN CO., EAST CAMBRIDGE, MASS.—We have been quite busy on slack work, but there seems to be very little demand for tight packages, of which we have quite a stock, but, as business in general seems to be improving, there is no doubt but what in time we shall feel the effects of it.

BOOKED ORDERS WILL KEEP BARREL PLANT RUNNING THROUGHOUT APPLE SEASON

ELTON G. BOYER, BIGLERVILLE, PA.—At the present time we are extremely busy, our stock of barrels is completely gone and we have orders booked ahead to keep the plants running strong throughout the apple season. Will not be in the market for any stock for several months yet. We extend best wishes for the success of THE JOURNAL.

COMING MONTHS WILL SEE GREATER ACTIVITY IN COOPERAGE TRADE

THE EAST LIVERPOOL (OHIO) COOPERAGE CO.—Business has been a little quiet during the summer months, but within the past fifteen days we have noticed a decided increase which we believe will lead to greater activity in the cooperage trade during the coming months. We have recently placed orders for stock.

TIGHT STAVE AND HEADING TRADE IS IMPROVING

ECKHARDT & LENNON CO., INC., MONROE, LA.—We are pleased to state that the tight heading and stave business both seem to be looking up, taking it from the number of inquiries that we are getting now, compared to the number of inquiries that have come to us the past three or four months. Both staves and heading seem to be in very good demand at the present time, but the price is still too low. However, we are hoping that if the demand lasts the price will take care of itself.

EXPECTS BETTER BUSINESS

EMPIRE BARREL CO., DETROIT, MICH.—Business is quite slow with us right now since the first of October, but we think it will turn out better in the future.

HAS MOVED HEADING PLANT

The R. F. Boltz Manufacturing Co. has moved its slack barrel heading plant from Winchester, Ind., to Bastrop, La., where the new mill is now in operation.

BURNED COOPERAGE PLANT BEING REBUILT

The plant of the San Francisco Cooperage Co., San Francisco, Calif., which recently burned, is to be replaced by a new and modern plant. Plans are already being made by the company for erection of the new plant.

COOPERAGE COMPANY ORGANIZED IN HAMBURG, ILLINOIS

A new concern, organized to engage in the manufacture of barrels, has been organized in Hamburg, Ill. Frank Fisher and Gilbert Mayer, both of Hamburg, are the promoters of the company, which is capitalized at $5,000.

TUNIS, N. C., PLANT RUNNING FULL TIME

Heralding the return of business activity comes the report that the plant of the Tunis Heading & Stave Company, Tunis, N. C., is running full time. The Tunis plant is owned by Morris Walsh Sons, Pittsburgh, Pa., of which company our good friend and widely-known "Tom" Walsh is president.

BARREL FACTORY INCREASES OUTPUT

The Wolverine Barrel Co., Bangor, Mich., is showing unusual strides these days in the matter of trade-increasing activities. The company has just increased its plant output from 9,000 to 15,000 barrels a day, which speaks well both for the quality service of the Wolverine Barrel Co. and the improvement in package demand which the increased output evidences.

BUYERS NEVER OBJECT TO PAYING QUALITY PRICES FOR QUALITY PRODUCTS

CURRY-O'REILLY CO., M. T. O'REILLY, PRESIDENT, NEW YORK CITY.—The cooperage business has been quite brisk with us during the past two months. We have found practically no resistance to market prices from buyers who appreciate quality, and we can see nothing on the immediate business horizon to change our hope that this condition will continue.

EXPORT TRADE SHOWING A LITTLE IMPROVEMENT—CAN USE SOME BUCKED STAVES

M. S. DANIELS, 150 FIFTH AVE., NEW YORK CITY.—The export business, in which I am mainly interested, has recently shown a little improvement, but it is far from normal or what it was in pre-war days. I am doubtful if it will ever return to what it was before. However, if there can be an adjustment of the present foreign financial conditions—and a stabilizing of exchange—there will be a still further revival of business. Although bucked staves are not now produced in quantities, I believe I could use some of them and will be glad to hear from such manufacturers.

FREIGHT TRAFFIC GAINS SHOW GENERAL TRADE IMPROVEMENT

The volume of freight traffic handled by the railroads of this country in August totaled 41,723,156,000 net ton miles, according to reports for the month filed October 19th by the carriers with the Bureau of Railway Economics, Washington.

Freight traffic in the Eastern District showed an increase of 20.1 per cent. over August last year, while in the Southern District there was an increase of 18.5 per cent. The Western District showed an increase of 6.1 per cent.

For the first eight months in 1925, the volume of freight traffic amounted to 292,197,912,000 net ton miles, an increase of 6.5 per cent. over the corresponding period last year but a decrease of 4 per cent. under the same period in 1923, and two-fifths of one per cent. below the same period in 1920.

In the Eastern District, an increase for the eight months' period of 7.3 per cent. in the volume of freight traffic handled compared with the same period last year was reported, and in the Southern District there was an increase of 9.1 per cent. The Western District showed an increase of 4.4 per cent.

BUFFALO COOPERAGE MARKET

The flour-barrel business has improved recently and some of the large local mills have been getting a large export business, which has called for quite a few barrels. It is stated that Buffalo has been exceeding Minneapolis during part of the time recently in the amount of flour production. According to one authority, Minneapolis mills have been averaging about 41 per cent. of capacity, while the Buffalo mills have run 80 to 85 per cent. of capacity.

Buffalo Increases Gains on Minneapolis as Flour Center

The logical result of the growth of Buffalo's increasing gains upon Minneapolis is an appeal of the millers of the latter city for a reduction in freight rates, with figures purporting to show how impossible it is to compete with the rival in the East under present conditions. If Minneapolis succeeds in getting lower rates, then, of course, it will be Buffalo's plan to do the same thing here, and thus another chapter will be added to the never-ending story of freight rate adjustments, a story which started shortly after the first railroad in the country began hauling freight.

Unusual October Weather Conditions Effect Apple Crop

Windstorms, cold weather and rain have combined to damage the fruit crop in New York State in the past few weeks. The weather prophet who said that October was going to be a very warm month has been discredited, for it has been just the opposite, and rain has fallen every few days thus far. On the 19th the wind in Buffalo reached a velocity of 72 miles an hour, while in Chautauqua County there was a two-inch snowfall. Apple trees have had to withstand so much weather lately that the State Department of Farms and Markets estimates that 200,000 to 400,000 barrels of apples have been shaken off, thus reducing the October forecast of 4,975,000 barrels.

Slack Cooperage Stock Market Holds Firm

Slack cooperage material has held firm in price during the past month and hoops are now higher. Quotations on October 20th are as follows: Six-foot hoops, $16.25 to $16.50; six-foot nine-inch hoops, $17 to $17.25; five-foot six-inch hoops, $15.75 to $16; 17⅛-inch basswood heading, 14 to 14½ cents; No. 1-28½-inch staves, $15 to $15.50; 30-inch staves, $15 to $16.

Coopers Who Allow Their Stock Supply to Run Down Suffer Delay in Replenishing

Some shortage of barrel stock for quick shipment has been reported lately. Coopers have allowed their stocks to run down and when they wanted material in a hurry it has occasionally been hard to find.

Florida's Prosperity Tales a Lure to Cooperage Labor

A shortage of men has also prevailed in some cooperage sections, and one cooper thinks the workers have drifted to Florida, lured by the stories of great prosperity prevailing there. A man who can make a good barrel ought to be able to handle tools well enough to work on some of the bungalows which are going up so numerously in Florida, but the coopers think that in the long run many of those who go south will be back again to become residents of western New York, which, like Florida, is said to have three months a year of pleasant weather, though not the same months.

Apropos Apple-Barrel Prices

Greater strength of stock prices has resulted in higher prices on apple barrels, which are now quoted by some coopers at 75 cents. The country shops do not claim to have had much business so far this season.

Home-grown grapes are wholesaling here at 90 to 95 cents for a 12-quart basket, and demand for them for wine-making is reported heavy. So also is the demand for kegs.

A campaign for raising $1,250,000 for the Y. M. C. A., which desires to pay off old indebtedness and erect four branch buildings, has been meeting with much success, and the total will probably be raised in a few days. Among the largest subscriptions received are two from members of Jackson & Tindle, George A. Jackson and Frank T. Tindle, each of whom subscribed $5,000.

Governor Smith and Representative Ogden Mills will hold a debate in Buffalo on October 23d on a proposed $100,000,000 bond issue which will be voted on November 3d throughout the State. Reception committees for each speaker have been appointed and Edward B. Holmes, president of the E. & B. Holmes Machinery Co., is on the Mills committee.

THE NATIONAL COOPERS' JOURNAL

Devoted Exclusively to the Cooperage Industry

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Remittance may be made by draft, postal order, money order or check to the order of "The National Coopers' Journal."

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The columns of The National Coopers' Journal are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

Our readers will oblige us, when writing to parties advertising in our paper, if they will state that they saw it in the advertisement in "The National Coopers' Journal." This is little trouble, and costs nothing, but it helps us and is information wanted by advertisers.

ASSOCIATION MEETING

Tenth semi-annual meeting of The Associated Cooperage Industries of America at West Baden Springs Hotel, West Baden, Ind., November 9th, 10th and 11th.

TRADE LEADERSHIP

To all those who have steadily held to an absolute faith in the omnipotency of organized effort, possible of administration through trade associations, the recent developments, touching association activities, on behalf of the good of the members of the industries represented, have been most interesting and most encouraging.

The ruling on the right of trade associations to gather and disseminate statistics, with the resultant good which such statistics will confer on all manufacturing lines, has been made the subject of wide discussion by industrial leaders the country over. Not only has the constructive vision of business men been free to deal with trade and its future in our own country, but the whole world has been swept into the vista of industrial prosperity to an extent that is thrilling to contemplate.

As many and varied as were the addresses on trade and trade associations during the past month, the one delivered by John E. Edgerton, president of the National Association of Manufacturers before the Rotary Club, in Philadelphia, Pa., October 20th, was, to our minds, especially comprehensive, sane and yet splendidly enthusiastic over the trade and business prospects that confront the world at large through the service rendered by trade associations.

Because of our interest in Mr. Edgerton's address, and because we feel that the same will prove excellent and valuable reading for our host of cooperage friends, the address is carried in full on page eleven in this issue. Be sure and read it.

PROTECT YOUR BUSINESS

The Associated Cooperage Industries of America, in line with many other industrial associations, is making a drive for increased membership, and if there is a single cooperage man who can not see, and who does not, at once, embrace the advantages which association membership affords, that same man is holding in check not only his own individual growth, but the legitimate expansion of his business.

Today contact with one's fellow business men is the greatest source of benefit known, and that is why the power and influence of trade associations and trade association membership is now claiming, with renewed vigor, the attention of every manufacturing industry.

In its national association, the cooperage industry has the finest instrument for effecting trade good that could possibly be conceived, but the fullest power of The Associated Cooperage Industries of America will continue to lie dormant until the industry as a whole supports it.

Let every cooperage man look upon his trade association as an integral part of his individual business, giving its direction and management the best that is in him in the way of intelligent attention and adequate financial support for its various workings and we prophesy that a new light will be shed, the radiance of which will embrace unbelievable business success and trade prosperity.

For forty-one years The Journal has devoted its undivided efforts to the interests of the cooperage industry, urged and pleaded with our trade to put all its efforts behind the wooden barrel, as it is only through full co-operative effort that the greatest good to all can come. Your support of the wooden barrel can best be rendered through membership in your trade association as we have so often pointed out

Why not enroll now? The campaign for increased membership is on and The Journal endorses it for the good of all. That industry is best protected that is fully united in one working unit. Think this over, Mr. Cooperage Man, then act!

BELIEVES RULING STOCK PRICES ARE SATISFACTORY. STABILIZING OF MARKET MEANS MUCH TO TRADE—JAMES INNES

Reporting for the November number of The Journal, I want to say that the large apple crop this year has helped the cooperage business considerably, and there is improvement along other lines as well. Number one stock is moving more freely than it has done for some time. There has been one of the best apple crops in Canada that there has been for years and everything in the way of mill-run and No. 2 staves and mill-run and No. 2 heading has been cleaned out. Hoops are also pretty well exhausted, although they are easy to replace. There has also been a strong seasonable demand for No. 1 stock, which is heavier than usual, and this is likely to continue for another two months, until the close of navigation.

The manufacturers have not advanced prices in Canada to any extent, as it was felt if prices went higher it would affect the barrel trade another season, especially the apple-barrel trade. Apple barrels have been selling the whole season at from 75 cents to 85 cents each, with very few coopers taking advantage of any local scarcity.

Lumbering has already commenced, stocking up for another season, and with conditions as they are, stocks of logs and bolts should be put in at lower prices this season than have ruled for some time. We expect that prices will remain stable, at about present figures, for some time to come. There has been some improvement in prices at United States points in No. 2 staves especially, and we think the manufacturers are now satisfied with the prices they are getting for their stock.

TO AVOID EXPENSIVE DELAY IN STOCK DELIVERIES, COOPERS ARE ORDERING IN ADVANCE—C. M. VAN AKEN

The optimistic tone which started last month is continuing. There have been times recently when cooperage buyers could not get what they wanted just when they wanted it. Occasionally, it has taken four weeks to deliver stock expected in two weeks. When people wait until they are practically out of material before ordering, delays in delivery are expensive to them; hence, the tendency on that part of most of the coopers to look a little farther ahead. It is to this that we can attribute to a very large degree the optimistic feeling which, as we have said, now prevails. It is customary for the farmers to underestimate their fruit crop. This year has been no exception. When many farmers want a few extra barrels, each, it means a decided increase in the estimated output of the cooper. To take care of this increase, extra orders have been finding their way to the mills. While many of the mills are now busy hurrying out these shipments, because they know the end of this extra fruit-barrel business is in sight, still there is enough of the general run of business entered from the barrel manufacturers, who have been buying for tomorrow as well as today, to insure a good volume of business for the next month or two, at least.

Sugar-Barrel Trade Using More Stock

The flour-barrel business in this locality does not amount to much, but the sugar business has been using more stock than usual. At any rate, they have been buying more. Part of this is due to the fact that it is not their custom to wait until the last minute before ordering, but, at the same time, if the sugar business was not in sight they would not be ordering the barrel material. Bags have been so taking the place of barrels in the cement industry that that business can not be considered very much of a factor in cooperage movement, but some cooperage has been going to the cement industry. The lime business uses barrels very largely. In building operations, one would think that cement had taken the place of lime almost exclusively, but the lime people have been having a good business during the year and their orders for barrel material have demonstrated this. A great deal of the slack-barrel material shipped to the East is used for various kinds of packing barrels. The concerns making these packages are among the people who have felt the importance of putting in some stock for tomorrow. They have been doing a fair volume of business throughout the year. Their cooperage orders for this month have somewhat exceeded previous months, but it is difficult to tell whether this means an increase of barrel business or a desire to increase their supply of material on hand. At any rate, the business of the month as a whole has been very satisfactory and the prospects for the balance of the year are good.

NO INDIVIDUAL IN AN INDUSTRY CAN PROSPER LONG UNLESS THE INDUSTRY AS A WHOLE IS IN GOOD CONDITION—E. A. POWELL

After a most depressing period of a year or more, the cooperage market is beginning to show signs of life. Purchases during the past sixty days have been larger than during any similar period for the past twelve months. This inclination to buy is increasing, and it is noticeable among the purchasers who use large quantities of stock, and it indicates that they realize that the production of all cooperage stock during the next four to six months will be free from 40 to 50 per cent. of normal.

This decrease in production has been brought about by the poor demand for stock, and by the unusual production of the past 12 months, which was caused by the ease with which logs could be obtained, and by the scarcity of labor, which at this time in the cooperage producing section is busy harvesting an unusually heavy crop of farm products.

The factor of weather will enter into future production and we are now beginning to have rains regularly, enough to make up some portion of the deficiency for the year, so that those manufacturers without stocks of logs will very likely be unable to operate for the next few months to any considerable degree.

Cooperage manufacturers seem to be coming to a realization of the fact that they are better off with no production if they can not produce so that they can sell at cost and a profit. Heretofore, this fact has been disregarded, and this disregard has been the most demoralizing and destructive influence in our industry.

In previous depressions, a great many individual operators have thought that while others would not be able to make money because of poor conditions they would, by their astuteness in increasing production, manufacture stock cheaper, and while the industry, as a whole, was suffering, they, as individuals would profit, ignoring the fact that no individual in an industry can prosper long unless the industry, as a whole, is in good condition.

The available stumpage for cooperage is getting scarcer each year, and the cooperage plants in which the manufacturer has money invested, have no value except as junk when the stumpage is gone, so it would seem that each manufacturer would have a most intense interest in producing to the fullest extent when the consumption warranted it, and in decreasing his production to prevent an overproduced condition, which means selling at little or no profit above the cost of production, thereby diminishing materially without return the stumpage which gives value to his investment in machinery and plant.

It is well known that since 1920, it has been difficult, indeed, if not possible, to operate a cooperage manufacturing business so that it would make a proper net return on the investment, and if this long period of depression has taught us that it is impossible to make profits on an overproduced market, then, perhaps, it has been worth the cost, if for no other reason than that it will stop or retard expansion in our industry where certainly no increase of production is needed.

HAS NEW PURCHASING MANAGER

A. H. Platt, president of the Federal Cooperage and Bag Corporation, 82 Wall Street, New York City, advises that C. V. McCarthy is no longer in their employ and that their purchasing department will hereafter be managed by Charles J. Otis.

LOST LEADERSHIP IN TRADE WAR'S WORST WORLD HAVOC, SAYS J. E. EDGERTON

The war's greatest loss can not be measured in dollars and cents, nor will the economical ruin be measured until the country thinks in the terms of lost leadership in industry, potential and actual, that went down with the firing on the front lines, John E. Edgerton, president of the National Association of Manufacturers, told the Rotary Club, October 20th, at its regular monthly meeting in the Bellevue-Stratford, Philadelphia.

"England's worst trouble today is the dearth of real leadership, brought on by the war's destruction of her students of economics and business, the college men who championed and led troops of muscle and were lost to the battle of trade," he asserted.

"The United States has the means of establishing a needed leadership, even though our losses were not as severe as those of Great Britain, France and Germany. Our trade associations, through their service to industry within itself, with their unselfish motives brought forward, can and will build this leadership through co-operative effort.

"We need leadership today as never before. I am far from pessimistic on the future of the American industries; in fact, I am a natural optimist. But optimism can not argue away the fact that extremes are very often dangerously approached in the United States.

"We have reached a point in our business life, in our daily rosy outlook on future prosperity, where we should stop and think a little. Americans are very easily stimulated into inactivity, to use a seemingly contradictory phrase. A wave of active business or a favorable political victory leaves us prone to thinking that our problems are solved in entirety.

"The tendency to pass on the responsibility of prosperity was manifested most visibly immediately after the last presidential election. Our slogan was: 'We are right at the dawn of a prosperity never before enjoyed in the history of the country', forgetting for months that, if we would perpetuate prosperity, we must work out our responsibility and not pass that grave economic and moral obligation on to the executive officer of this government.

Never Too Much Organization

"Only through industrial and professional leadership, trained in the individual crafts through the associated efforts of the individuals within the several bodies, can we create the sense of responsibility. The training can be acquired only through service, although the leadership may be inherited or studied in volumes printed on the psychology of business.

"Since the close of the war a multitude of trade and craft organizations have sprung into being. More and more the commerce of the country has seen the need of co-operative effort toward a common end. Many have served no useful purpose, but have been formed solely with the most selfish ends in view.

"There are probably too many organizations of this nature, but there can never be too much organization, because only through organization of industrial effort in the solution of common problems can the correct sense of responsibility be cultured.

Rights Imply Obligations

"When you hear of rights, political or economic, your understanding of the term should bring the correlative term of obligation. There is an element in this country today constantly seeking to undermine the rights we thought were guaranteed us through our Constitution. These forces of destruction know nothing of the discouragement of defeat, nor do they ever seek a holiday in their labors.

"They feel that every good citizen is a potential bad citizen. The balance of power is to be determined by the exercise of that 'guaranteed right' given the intelligent business man of today, although he may so far forget his obligations to that 'right' as to neglect to attend the polls.

"We have a common interest. The association that I represent was instituted about two years ago, a minor, or intra-association, of the leaders of the manufacturers' crafts, regardless of their product or their size. We have succeeded in welding craft, profession and trade together on common interests, beyond the problems of individual groups, to a point where an enlarging vision has produced unmeasurable returns.

"Rotarians, according to their code of laws and ethical ideals, have the opportunity of spreading this gospel of organization and co-operative effort as has no other body. They are representatives, not only of some craft or industry, but are reckoned as leaders in their individual lines.

"If they will put into circulation the principles of idealistic association learned in Rotary, then they will have done the work for which they were founded."

Mr. Edgerton concluded with a further appeal to the business men to interest themselves in their political responsibilities. He again stressed the point that the voting in America was done for the most part by the unintelligent, and needed greater attention from industrial leaders because of the rapid strides made in the expansion of economic wealth since the war.

TRADE STATISTICS NEEDED TO PROMOTE INTELLIGENT COMPETITION

The development of more and better trade statistics by business organizations for the information of their members was advocated at Detroit, Mich., October 19th, by E. W. McCullough, manager of the Department of Manufacture of the Chamber of Commerce of the United States, in an address at the silver anniversary convention of the National Association of Ice Cream Manufacturers.

Mr. McCullough declared that "we are suffering today from the lack of facts as to what is going on in the vast majority of business lines." This condition will continue, he said, until every producer, distributor and handler of merchandise sees the advantage of contributing his quota of facts, and the situation is reflected through reports of trade associations organized effectively to represent given lines of industry. Mr. McCullough further said that Secretary Hoover believes that trade associations and not the government should gather and supply this data, it being impossible for any governmental agency to be as technically familiar with any line of industry as are those who are daily engaged in it.

It was stated by Mr. McCullough that much effective work along this line already has been done in a number of trade associations, and the number so engaged has increased since the recent decisions of the Supreme Court in the so-called "Maple Flooring and Cement Cases," which adequately and definitely registered the views of the highest court and the government as to what trade organizations may do in dealing with statistical data.

In the gathering and dissemination of statistical material by trade associations, Mr. McCullough emphasized the following points as of greatest importance:

"First—That, as a beginning, trade associations should gather only such fundamental figures and information as the large majority of an industry may agree upon.

"Second—That while it is perhaps impracticable to devise a standard form of report for lines more or less technical, it is possible to arrange a portion of all reports so that such essentials as capacity, production, shipments, stocks, unfilled orders and prices on closed transactions can be reported in a manner that will enable accurate comparisons to be made.

"Third—An effort should be made to simplify all statistical reports and bring them reasonably within common rules of reading and interpretation.

Fourth (and this suggestion, perhaps, should be first)—The secretaries of all trade associations should devise plans for educating and informing their members as to the value and use of such data in the direction or management of their business.

"Fifth—Close and complete co-operation should be established between trade associations and departments of the government, particularly the department over which Secretary Hoover presides, in order that the public, as well as the industries, may participate in the benefits growing out of this work."

Continuing, Mr. McCullough said: "Statistics, like cost accounting, up to this time, have been viewed as not only a very technical, but an expensive activity for a trade association, but there is abundant proof to the contrary, and if an organization will map out a simple program, little additional help or expense over that already provided for their general work will be necessary to serve their members with this valuable information. Again, like cost accounting, you can make it as simple or elaborate as you choose, but it is highly desirable that each organization purporting to represent a trade line should without further delay consider the question, adopt a policy and follow it.

"Intelligent competition can not be promoted without the members of the industry knowing, on a fact basis, what is going on."

A GRADE-MARKING MACHINE IS ON THE MARKET

John Pettimer, planing mill foreman for the Long-Bell Lumber Company at Lufkin, Texas, has secured a patent on a grade-marking device. The machine is attracting considerable attention from sawmill men in that section. One of the machines is being used in the local plant. It is light, compact, easy to handle and extremely practicable. The machine is one of those being considered by the Southern Pine Association in the contest for the prizes being offered for the most practicable device for grade marking.

WANTS IN COOPERAGE LINES

M. J. Duprey, Box 13, Winooski, Vt., is in the market for hoop stain.

Corner Bros. & Co., 21 State Street, New York City, are buyers of wine shooks for export.

M. S. Daniels, 150 Fifth Avenue, New York City, is in the market for quotations on bucked staves.

The Old Dominion Distilleries Corporation, Norfolk, Va., industrial alcohol manufacturers, is in the market for barrels and cases.

F. L. Dean, Sodus, New York, is in the market for white oak tight barrel shooks; also wants a work-off machine for slack barrels.

David Garratt & Sons Co., Inc., 1200-10 S. Bouldin Street, Baltimore, Md., is in the market for several cars of olive casks, either single or double head, of 150 to 200-gallon capacity.

Winterport Fruit Growers' Association, Charles M. Conant, president, Winterport, Maine, is in the market for hardwood 28½-inch staves, 17⅛-inch gum heading and coiled elm hoops.

Berman Bros. Cooperage Co., Moore Street, East Liverpool, Ohio, is in the market for a carload of No. 1 elm hoops, a carload of No. 2 30-inch gum or elm staves and a car of 34-inch mill-run gum staves, ¾-inch bilge.

The West Side Supply Co., H. F. Shapiro, proprietor, 402-404 West 39th Street, New York, is in the market for tongue and grooved staves and wants to hear from manufacturers of the same. Staves must be delivered tongued and grooved.

Wm. E. Cooper, Snyder Avenue and Dilworth Street, Philadelphia, Pa., is in the market for a carload of No. 1 circled gum heading, also cottonseed oils; No. 1 tubs, W. O. lards, drop head, oil one-half, f. o. b. cars their siding, Philadelphia.

TRYING TO DISPLACE THE BUTTER TUB WITH SPRUCE CUBE

Report from Seattle, Washington, under date of October 24th, is to the effect that association lumber mills, with the approval of the head of the National Association of Creamery Men, are pressing suggestions to creamery men of the United States to discard the old-fashioned circular butter tub or firkin container for the standard spruce cube.

All coast creamery men, it is reported, use the cube pack, which enables them quickly and with minimum of labor cost to cut the cube into pound bricks and paraffin-wrap ready for consumers. Advantages of economy, it is said, in space aboard ship and in refrigerator cars by rail in more compact packing is being emphasized.

UNIQUE WAY OF STIMULATING OIL SALES

Giving candy to children is the simplest plan for getting trade ever attempted by the Reed Oil Company, of Atlanta, Ga. According to R. N. Reed, president, the company tried various means in the last 20 years to increase its volume of trade in the face of keen competition, but the attraction for children proved to be the best.

"The method we followed," he says, "was to go to some leading candy factory and contract for a large amount of candy in bulk. This gave us the advantage of special rates. Using a ton of candy a year we kept every filling station in the chain we maintained supplied with it. Every time a driver came in for gas, oil, air or water, and had a child or children in the machine, we gave each a bag of candy.

"In a short time our stations had more business than they could handle. Every child demanded that, if daddy must stop for gas, he stop at one of our stations, and as it didn't particularly matter to dad where he got the gas, naturally he stopped at one of our stations to please the child."

RULING ON TRADE ASSOCIATION STATISTICS STANDS

Officials of the Department of Justice filed application for permission to again argue the maple flooring and cement cases, which had twice been presented to the court. The U. S. Supreme Court, on October 12th, refused to grant this petition. Decision made June 1, 1925, becomes supreme law of land with respect to collection and distribution of statistics by trade associations.

Keeping in Step With the Achievements of the Chemical Industry

By Andrew C. Hughes

Field Representative, The Associated Cooperage Industries of America

Out of the miscellany which has constituted our knowledge of cooperage needs in the chemical industry, there is at length emerging a better cooperage perspective based on the opportunity to observe new achievements and inventions in chemical production as afforded by the three international chemical expositions at which the wooden barrel has been exhibited and at which exposition the study of container ideas, where they come from, how they are obtained and how they can be profitably applied to our industry's advantage has been made as well as the laying of the foundation for a newer knowledge of chemical container needs which the chemical industry is so rapidly assembling.

"All for One—One for All"

The Associated Cooperage Industries of America is the trade organization of the cooperage industry, which has for its major motive the production and extensive use of better cooperage. Its role in the industrial world is that of a servant to industry. As it develops day by day this better service earns for it a finer recognition. This recognition will never come through the superior service of individual cooperage manufacturers. It can only be expected when the value of its service is stressed by a spokesman for every manufacturer. That spokesman is the national association. To it is given the opportunity to serve standardized industries by setting the standards of its own.

Trade Associations Determine Service Standards

In speaking of the benefits derived from trade organizations and the service they render to the general public Herbert Hoover wisely said, "There must be organization in such form as can establish the standards of conduct in this vast complex of shifting invention, production and use. There is no existing basis to check the failure of service or the sacrifice of public interest. Some one must determine such standards. Associational activities are driving on a new road where the objectives can be made wholly and vitally of public interest. We are upon its threshold if these agencies can be directed solely to constructive performance in the public interest."

Chemical Industry's Technical Container Problems Open New Opportunities for Cooperage Trade

Peculiarly and forcefully Mr. Hoover's remarks can be prophetically applied to the cooperage industry. The rapid growth of chemical production with its amazing scientific discoveries places emphasis on the fact that its technical container problems can be solved far better by associated and directed effort than by the casual studies of independent manufacturers. This work has been carried to a point where its worth is recognized. The members of the A. C. I. of A. have found their association invaluable in the upbuilding of a stronger, more improved and available service through their contribution to the development of the industry as a whole, and the creation of improved production facilities to meet the demands of business expansion.

Trade Extension Work Has Netted Big Returns in Way of Boosting the Wooden Barrel

No finer evidence of the value of our national trade association can be given its members or stressed in an effort to reach the consciousness of those who are content to share the benefits but not the burden of obtaining them than is the collection of container facts regarding the various lines of industry and trade that are available. During the past few years scores of opportunities have come to us to tell the merits of wood barrels to executives and buyers who have a live interest in container requirements but who did not know how to get the information when it was wanted. To the association and its functional departments the timeliness of such information on many such occasions has reached into the realm of new business and the bettering of the old. It may be true that such patronage is secured by only some one member, but its value is shared with the whole industry, because it stimulates interest in cooperage and earns for it far greater dividends than would ever come through private exploitation. A campaign to increase the consumption of cooperage which does not rest its appeal on benefits to be secured for the whole industry is seeking business in vain.

Organized Effort Has Tremendous Value

Nearly all industries in this age have considered trade organizations and adopted its principle. There has been some grumbling, some holding back, some industrial suicides where the new order of things were refused, but in most cases the needed vehicle of progress has been absorbed. When the importance of organized effort is considered it is beyond belief that some individual plants can carry on so blissfully ignorant and self-satisfied. They may for a time prosper. Various factors in poor business may be improperly evaluated. "There can be nothing wrong with us" is a belief sometimes held in high places. One of the most difficult positions in industry is to be confronted with a situation that offers no opportunity for keeping in step with

ANDREW C. HUGHES, FIELD REPRESENTATIVE OF TRADE EXTENSION WORK

matters of progress in a national way. Steady progress is vital to all industries, and in these days when sudden demand that all information be supplied in detail at once; when some important matter threatens to engulf particular business interests and when corrections or adjustments in existing equipment are demanded to be made immediately in order to meet special needs; it will readily be seen what a tremendous advantage that industry has which is properly organized and adequately equipped to give quick service through efficient research work.

Court of Chemical Achievement

One of the most talked of features of the recent chemical convention was the Court of Chemical Achievement, which commemorated notable discoveries during the past two years, many of which promise to become new factors in international as well as national commerce. In fact, so rapid has been the rise of the chemical industry that it takes a phenomenal development like silk chemically made from wood (Rayon silk) to remind us what boundless fields of service surround it on every side. Five large booths were given over to the educational side of the most widely-used wood fiber ever developed by chemistry. The exhibit was designed for the textile manufacturer and from the educational side for the layman.

In the textile field, the rise of artificial silk has been fully as spectacular as the radio, and that it has come to stay is unquestioned, according to leading textile factors. Its production, which started with a few thousand pounds in Europe, now runs into millions of pounds each year in the United States. Where there was only one chemical manufacturer in America three years ago, there are twelve today, with more under construction.

Manufacture of Rayon Silk Develops New Use for Light Wooden Barrels

To the busy cooperage manufacturer the discovery of Rayon silk, made from wood pulp and converted from that into a glutinous syrup from which the yarn is spun, would meet only casual interest were not boundless opportunities presented for a new use of the tight barrel to actually spring into importance and become a part of the equipment. Steel enameled barrels, high in price, susceptible to enamel crack and breakage, the exposure of metal to the viscous chemical which instantly destroys the contents, are factors that have already caused chemical manufacturers to seek the use of wooden barrels to pack the material. Solutions of a liner that will carry this, the very latest development of the chemical industry, is the desire of the manufacturer of artificial silk. In approaching its fulfillment the cooperage industry has but to set its face toward the chemical laboratory in its need for assistance.

Cooperage Industry Should Have Its Own Research Laboratory

The new fiber is not a substitute for natural silk, but is a distinct textile product, as is wool or cotton. To the skeptical, the use of the laboratory in the commonplace manufacture of wood barrels may look like technicalities far fetched, but research work has demonstrated that the very highest efficiency in supervision, operation and performance in industry can be attributed to discoveries made in the chemical laboratory. Progress has quickened its pace to a run in the chemical industry. To keep in step with its achievements the cooperage industry should make its own discoveries through co-operative research—not through the initiative of some one progressive company, or be left to others outside the industry.

New Package-Using Fields That Challenge Attention of Wooden Barrel Trade

There are many other discoveries made during the past two years in chemical production which challenge the attention of the cooperage industry. A glance at the patents issued to inventors disclose a number of products that will need container provisions, new mineral oils, new dyes, plastics, pigments, insecticides, varnish, new process of producing alcohol, a new sugar made from corn, coal tar products, and many other commodities that are chemically extracted from raw materials.

Cooperage Industry Can Build Its Own Trade Future in Chemical Line

No more opportune time could be selected for propagating the use of cooperage throughout the great chemical industry than right now. Wooden barrels, the best of all containers, have been used for ages, but still they await a more extensive use in this industry. Uses have been from time to time proposed, but no sufficiently new demand has hitherto been created. A better knowledge of their performance is essential in view of their increasing usefulness. Failure to meet the issue will indicate an incapacity for container leadership and a disregard for obligations to maintain at a high standard its production and service.

CHEMICAL TRADE STEADY

Business in chemicals, oils and related products, according to the *Oil, Paint and Drug Reporter*, held no other significance in September than the evidence that steady trading was still the rule. The markets were a bit firmer, but prices had not yet started a counter-seasonal upward trend. The petroleum group, as usual, was notably weak. The *Reporter's* analysis of market trends, covering 30 typical items in these markets, gives a geometric index number of 98.6 for September (August, 100), but shows a gain to 106.3 over September, 1924. The coal-tar and petroleum groups were less firm than at the corresponding time last year, but the seasonal declension for all markets was less marked.

Compared with a year earlier (as 100), September prices in the several groups were as follows: Heavy chemicals, 102.7; coal-tar products, 96.5; paint materials, 11.6; alcohols, 101.3; petroleum products, 123.6.

PROTECTING THE CONSUMING TRADE

No trade paper serves its clientele better than when it is protecting the consumers of an industry's particular line of product.

This service our esteemed contemporary, *The Fruit Products Journal and American Vinegar Industry*, renders when it uttered a strong warning to its trade against the danger in using galvanized iron vessels. The warning referred to says:

"Regardless of what has been said about the disadvantages of galvanized iron vessels in fruit products plants, one often hears of such equipment being used. The zinc with which the surface of the vessel is covered will dissolve and will not only confer on the product an unpleasant metallic flavor, but the dissolved zinc might render the consumer of the product intensely ill. A recent case of zinc poisoning, which exemplifies the danger mentioned, occurred when twelve people each drank a bottle of ginger beer and were immediately taken ill. Chemical examinations of the contents of three bottles disclosed the presence of quantities of a salt of zinc in each bottle. Even distilled water held overnight in galvanized iron buckets proved that zinc contamination had set in."

BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY

BONE DRY — BONE DRY — BONE DRY — BONE DRY

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BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY

GOOD BARRELS

To make good barrels you need first of all good cooperage stock. When you select "Bone-Dry" trade mark Heading and Staves, together with equally high-class hoops, you are taking the surest route to satisfied customers and good shipping containers. Let us have your inquiries.

Matched or mixed cars our specialty.

"BONE-DRY" is the BEST BUY

HIMMELBERGER-HARRISON LUMBER CO.

SALES OFFICE:—Cape Girardeau, Mo.

Heading Plant:—Morehouse, Mo. Stave Plant:—Cape Girardeau, Mo.

BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY

W. T. Smith Lumber Company, Inc.

Manufacturers of

Yellow Pine Lumber and Timber,
Hardwood Lumber, Staves,
Heading, Veneers, Box
Shooks, Crates,
Shingles,
Lath

Straight or Mixed Cars

(ANY PROPORTION)

ALABAMA KILN-DRIED PINE AND GUM HEADING

CHAPMAN :: :: ALABAMA

Every resource of this company —Material, Manufacturing and Marketing—is dedicated to the purpose of delivering to our customers

Tight Cooperage Stock

The Highest Standard of Quality

that the cooperage industry knows

Mills at
JACKSON, MISS.
PORT GIBSON, MISS.
WINNSBORO, LA.
HAMMOND, LA.

Finishing Plants at
JACKSON, MISS.
WINNSBORO, LA.

Graham Stave and Heading Co.

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SLACK BARREL GUM, ELM AND ASH STAVES

We ship staves of our own manufacture only
Their quality and manufacture
guaranteed to please

TURNER-FARBER-LOVE COMPANY

Leland, Mississippi

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IF IT IS **ORAM'S** IT IS RIGHT

THE BEST MACHINERY FOR MAKING THE BEST CONTAINERS

AND FOR MAKING PROFIT FOR THE USERS

HEADING ROUNDER

NEW "ORAM" RAPID BILGE-HOOP REMOVING MACHINE

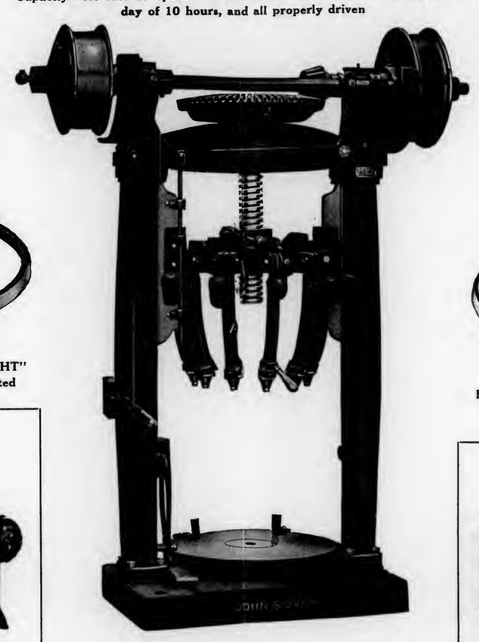
HEADING PLANER

"THE OLD RELIABLE" **WOOD BARRELS**

"ORAM" STANDARD HOOP DRIVING MACHINE

SIMPLE—POWERFUL—DURABLE

Capacity—As fast as operator can handle. 600 to 1,000 packages per day of 10 hours, and all properly driven



STAVE JOINTER

NEW "ECONOMY" (PATENTED) HEADING-UP MACHINE

BUNG BORING MACHINE

STEEL TRUSS HOOPS

ELECTRIC WELDED—"MADE RIGHT"

Outside painted any color, if wanted

STEEL TRUSS HOOPS

ROUND EDGE—SPECIAL CARBON STEEL

Sizes stamped inside, if wanted

HOOP RIVETING MACHINE

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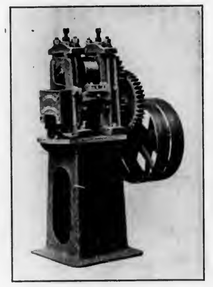
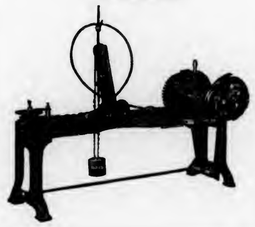
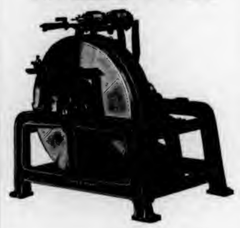


WINDLASS

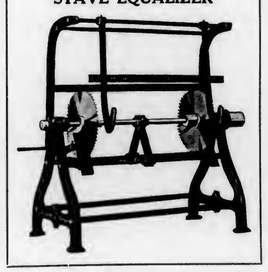


BARREL LATHE

HEADING JOINTER AND DOWELLING MACHINE



STAVE EQUALIZER



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CLEVELAND, OHIO, U. S. A.

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does not present a great diversity of sizes, types or styles, but it does offer a wide range in ***quality.***

Every shipment made by us is ***guaranteed*** to be strictly in accord with the specifications of the order.

"Our established responsibility is your protection"

Henry Wineman, Jr.

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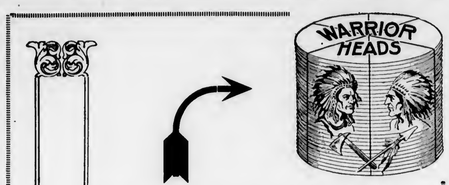

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Powell Cooperage Co.

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Any size Heading from 12 inches to 24 inches

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THE most vitally necessary element to the lasting success of any business institution is the ***confidence of the consumer.*** The measure of confidence which the trade reposes in our output and business methods is clearly indicated by the constant and steady increase in the number of our patrons.

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Memphis Memphis, Tenn. Blytheville, Ark. Nettleton, Ark. ***Tennessee***

Write Us For

Satisfaction Guaranteed

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We manufacture
Slack Barrel Staves Hoops Heading

Cottonwood Staves are our Specialty, but we can supply all kinds of slack cooperage stock.

Quality Plus

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W. M. DAVIS STAVE COMPANY
Memphis, Tennessee

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World's Recovery in Foreign Trade

United States exports two and a third times as much of finished manufactures as it imports

The following address by James A. Farrell, chairman of the National Foreign Trade Council, delivered at the Twelfth Annual Meeting, Metropolitan Club, New York, October 1st, is not only valuable because of its informative nature, but is decidedly encouraging insofar as it records improved world conditions, in which improved conditions the cooperage trade is interested.

The foreign trade of the United States for the last fiscal year was $8,689,000,000, of which more than $4,800,000,000 was exports and more than $3,800,000,000 imports. The second half of the calendar year usually sees considerably larger exports than the first half, so that our foreign trade for this calendar year is likely to exceed nine billions.

The gain in exports of finished manufactures has gone on throughout the year. We have now reached a figure of more than $5,000,000 a day for such exports. In 1913 they were about $2,000,000 daily. This year's increase over last was 7.4 per cent. The gain in exports of semi-finished manufactures for this year was 8.5 per cent.

The three great groups of finished manufactures, semi-finished manufactures and manufactured food stuffs aggregate more than 60 per cent. of our total exports.

Imports have grown correspondingly with exports. The increase for the fiscal year was 7½ per cent., but for the first six months of this year it was at the rate of 12 per cent., chiefly in raw materials. Raw materials and semi-finished manufactures constituted nearly 56 per cent. of the total imports for the last fiscal year. Finished articles for consumption were only 20 per cent. of the total imports.

We export two and a third times as much of finished manufactures as we import.

Over 25 per cent. more raw materials were imported this year than last. Our imports from Europe, in which raw materials were a minimum share, increased by more than 10 per cent. Europe was, as usual, our best customer, taking more than half of our exports and furnishing us nearly half our imports.

The latest figures of the Federal Reserve Board show that the international trade of the principal countries of the world made a gain of six per cent. during the fiscal year ending with June, 1925. That fact shows continuation of the steady progress toward recovery that has been noted at National Foreign Trade Conventions for several years.

Another index of improved world conditions is the upward movement in the currencies of many nations. The outstanding feature has been, of course, the re-establishment of the gold standard in Great Britain, following its restoration, through the adoption of the Dawes plan, in Germany. Besides these two countries Canada, Austria, China, Colombia, Cuba, Holland, Mexico, Nicaragua, the Philippines, the Straits Settlements, Sweden and Switzerland have brought their currencies practically to par. Argentina, Bolivia, Denmark and Uruguay are within ten points or less of par, and Brazil, India, Norway and Spain have made substantial gains. Poland has not held its own, however, and Belgium, Bulgaria, Chile, Costa Rica, Ecuador, Finland, France, Greece, Italy, Japan, Jugoslavia, Peru and Roumania have either made no advance or have actually lost ground.

The world's trade record for the year contains some unusually interesting features. France, for instance, gained about six and two-thirds per cent., a small fraction over the general average. Hers was a substantial growth, however, and represents an increase over 1923 of about $744,000,000, at 1913 prices, or a little more than 25 per cent. That is almost as much as this country has made. Moreover, France has turned an import balance into an export balance, which is of vital importance to her under present circumstances. She had an excess of exports for the fiscal year of $162,000,000. In 1913 her merchandise imports exceeded her exports by nearly $300,000,000. No other European country makes such a showing.

Germany and Italy made the highest percentage increase in their foreign trade this year, Germany with 28 per cent. and Italy with 29. But in both cases the increase was due very largely to expanded imports, with effect, consequently, quite different from that in the case of France. The situation of Germany, in fact, is worthy of careful consideration. Her total trade grew up to almost pre-war proportions, if value alone is considered, but is still far below that of 1913 when stated in terms of 1913 prices. The total was $4,835,000,000, which, at pre-war prices would be about $3,223,000,000. But in this were imports valued at more than $3,000,000,000. Her excess of imports for the year was $1,312,500,000, against an excess of imports for 1913, when she was a creditor nation, of only $160,000,000. Her export trade, on the other hand, which was $2,403,000,000 in 1913 was only $1,761,250,000 this year, or about $1,174,000,000 at 1913 prices. That is, her export trade for this year was still less than half the volume of the last year before she went to war.

Germany's colossal excess of imports for this year is explainable partly, perhaps chiefly, on the basis of foreign loans and credits; partly on the basis of income from German assets held in other countries, and partly on the basis of repatriated German capital, which had fled the country during the debauch of the mark. It is matter for question just what influence in enabling Germany to make payments on her huge war debts this great excess of imports has.

An important bank of this city recently published a statement of German conditions which estimated her industrial output at 66 per cent. of pre-war; her working capital at 75 per cent.; her bank capital at 30 per cent. and the gold value of her bank deposits at 25 per cent. She must import about one-sixth of her food and half of her raw materials. Living costs are high and increasing. Capital is scarce and interest rates are high. Between 500,000 and 600,000 men are out of work. Wages are reported at from $1.25 to $1.50 per eight-hour shift. Taken all together, it is a rather dreary picture. But all reports agree that there is a ready disposition to work, which is at least one hopeful feature.

The Italian increase of trade is also due to huge imports, there having been a gain on that side of more than $264,000,000. Italy has had an adverse balance right along, but this year she increased it by nearly $130,000,000. No loans to Italy have been floated in the United States this year, but there was an agreement by certain American banks in June to extend credit to her aggregating $50,000,000, for use in stabilizing exchange. It is reported that that credit has not yet been called upon, but even if it had been used immediately it could hardly have had any effect upon the trade figures for this fiscal year. Italy benefits, of course, by very large tourist expenditures, and also by extensive remittances from her immigrants to this country. These sums, however, could hardly account for so large an excess of imports.

Great Britain is still the only country in the world whose foreign trade exceeds that of the United States. Her total for the 12 months ending with July was approximately $11,100,000,000, against our total for the same period of $8,799,225,000. But the great part of British trade was imports, which aggregated $6,546,000,000, as against American imports of $3,871,000,000. In the export trade we exceeded Great Britain, our figures being $4,927,000,000 against hers of $4,548,000,000. Thus we were nearly four hundred millions ahead of Great Britain in exports. She made marked gains, however, in her re-export trade, where, last year, she lost. This year her re-exports amounted to more than $700,000,000, nearly nine times as much as American re-exports. Her gain for the year was greater than our whole re-export trade. The re-export trade is a valuable trade for any nation, and it would be stimulated here if Congress would provide for foreign trade zones in our seaports.

British trade figures point irresistibly to the great sustaining power to a nation of the long accumulation of capital investments in other countries. Therein lies the chief explanation of the constant large excess of British imports over exports. That also has its apparent effect in carrying Britain over the various difficulties and unsound economic demands which she is meeting. With unemployment involving from a million to a million and a quarter of men, the majority of whom are receiving government doles, and with her working people in a frame of mind such as that demonstrated in the coal crisis, where they are willing to tear down all British industry if they can not otherwise enforce their demands, it is fortunate for Great Britain that the accumulations of other more fortunate days were so largely invested abroad.

COOPERAGE EXPORTS SHOW AN INCREASE OF OVER SEVENTEEN PER CENT.

Cooperage exports were nearly $1,100,000 greater in value than in the eight months of 1924, an increase of over 17 per cent. according to *Commerce Reports* of October 12th. The increase for tight staves amounted to $500,000, for tight shooks $350,000, and for slack shooks $160,000.

AMERICAN COOPERAGE FOR TRINIDAD'S RUM, MOLASSES AND ASPHALT TRADES

Report on imports into Trinidad during 1924 show that cooperage is imported for the rum and molasses and the asphalt trades, receipts having been valued at $240,563 in 1924. Imports of shooks, staves and headings of oak were valued at $27,934; other shooks, staves and headings at $212,629. Oak cooperage all came from the United States, while about 80 per cent. of other cooperage, or $171,496 worth, came from the same source.

Lumber importation into Trinidad in 1924 decreased considerably from the previous year except for oak cooperage. The rough-lumber total dropped from 7,195 M feet in 1923 to 5,294 M feet in 1924, dressed lumber from 4,355 M feet to 2,763 M feet, and manufactures (excluding furniture) from $32,150 to $23,590. Slack cooperage imports decreased slightly, from $232,000 in 1923 to $213,000 in 1924, but oak cooperage imports doubled, increasing from $14,000 in 1923 to $28,000 for the later year.

BELGIUM SUPPLYING ITS OWN BARRELS

There are no firms in Antwerp regularly importing American staves and heading for barrels, according to a report received from Consul James E. McKenna, Antwerp. Prior to the war, barrel staves were imported from the United States, Russia, Poland and Austria, but in recent years knocked-down barrels and shooks have been imported into Belgium in very small quantities. The demand for barrels, furthermore, is relatively unimportant and logs for the manufacture of barrels are generally imported. Barrel manufacturers in Belgium also buy lumber from Antwerp brokers and saw it themselves according to the lengths desired. As a general rule, oak of Russian, Polish or Volhinian origin is used, American oak being regarded as too expensive.

HOW THEY DO IT IN CANADA

After 24,000 miles of travel, mostly by motor truck, six field parties of the Canadian Forestry Association recently concluded their long journey at Montreal. Fourteen of the association's staff, engaged in organizing the public in the more remote areas to protect the forest resources against fire, managed to attract 224,000 people to mass meetings since last April, the results of which are to be found everywhere in the lowering of fire losses, better enforcement of the laws, and a lively co-operation between the public and the fire-ranging organizations.

Field units of motor trucks, motion picture equipment and electric generators, each utilizing two trained men, covered more than 17,000 miles in Nova Scotia, New Brunswick, Quebec, Ontario and British Columbia. No matter how remote the village, advance advertising always secured a large and representative crowd, and the finest of educational motion pictures were presented along with vigorous public addresses with a definite local bearing on the protection of the forests from fire.

FRENCH CIDER APPLES

According to French press reports, the French cider apple crop this year is not likely to exceed 7,000,000 quintals—roughly, 680,000 tons—as compared with last year's crop of 45,000,000 quintals. The cider-making industry in France views the situation with considerable anxiety, and resolutions have been addressed to the French Government requesting the restriction or prohibition of the export of cider apples.

APPLE EXPORTS FOR SEASON

Apple exports for the week ending October 10th were 97,454 barrels and 125,592 boxes, according to the International Apple Shippers Association, Rochester, N. Y., compared with 168,091 barrels and 164,632 boxes for the corresponding week last year. Total exports to date are 679,328 barrels and 797,837 boxes, compared with 663,059 barrels and 872,789 boxes to the same date last year.

NEW BRITISH COLUMBIA FOREST PRODUCTS LABORATORY

The Government of British Columbia has provided the University of British Columbia with a new building in which to carry on laboratory experiments in forest products, states a report received from Consul General Ernest L. Harris, Vancouver. This building is situated at Point Grey, Vancouver, and is ready for occupation.

This laboratory started as a timber testing station a few years ago and has gradually increased its scope of activities until it has become a progressive and aggressive institution. Some of the problems it will grapple with are air seasoning, timber testing, decay of timber, wood finishing, wood waste, and the training of proper men to supervise such work.

After Forty Years in the Cooperage Business, Kenneth W. Jacobs, Sr., Retires in Favor of His Three Sons

An instance of more than usual interest was the announcement of the retirement on September 19th of Kenneth W. Jacobs, Sr., from active participation in the affairs of the well and widely-known Kenneth W. Jacobs Cooperage Co., of Milwaukee, Wis.

Although retiring at the early age of sixty-three years, Mr. Jacobs has, nevertheless, given forty years of unflagging devotion to the cooperage industry, and, as he is retiring in favor of his three loyal, efficient and

RETIRING PRESIDENT KENNETH W. JACOBS, SR.

progressive sons, all of whom have been trained to carry on the business of the Kenneth W. Jacobs Cooperage Co. in the manner and under the "Perfect Service" policy which has been built up and established during the life of the company, there is little doubt but that the coming years of our old and highly-esteemed friend, Kenneth Jacobs, Sr., will be spent in watching and enjoying the increasing and extending success of the company under the direction of its new officers: Burleigh E. Jacobs, president and treasurer; Roy M. Jacobs, vice-president, and Kenneth W. Jacobs, Jr., secretary and sales manager.

Milwaukee has always been the home of the Jacobs Cooperage Company, and Mr. Jacobs' first contact with the cooperage business was when he became associated forty years ago with his father, Burley A. Jacobs, and worked in the company's plant, then situated at Sycamore and West Water Streets. A year after his entry into the business the plant was moved to Fifteenth and North Canal Streets, where they began to make barrels. Four years this location served the company, when another removal was made to 1907 St. Paul Avenue, their present location, where the company built a plant 40 by 160 feet, three stories high, and took over the barrel machinery of John B. A. Kern & Sons. The capacity of the plant at that time was 900 flour barrels a day and the barrels were then made with hickory hoops.

Upon the death of his father, in 1893, Mr. Jacobs continued the business alone until July, 1912, when his eldest son, Burleigh E. Jacobs, after graduating from the University of Michigan, associated with him; his two other sons, Roy M. and Kenneth W., Jr., following in due time after a full and complete training in the cooperage business under the tutelage of their father.

There are many in the industry who will recall the disastrous fire which destroyed the entire plant of the Kenneth W. Jacobs Cooperage Co. in 1903 and there are also many who will remember the wonderful fighting spirit which was displayed by Mr. Jacobs when, within another ninety days, the burned plant was rebuilt and campaign for business was again under way.

There are but few with established business who are blessed with three stalwart sons to whom they can turn over a life-long enterprise and with such a feeling of confidence as we know must stir the breast of Mr. Jacobs. The new heads of the company have already won their spurs as clear-visioned and progressive business men and will give an excellent account of themselves in handling the heritage that has come to them.

Slack barrels of every description is what the Kenneth W. Jacobs Cooperage Co. has always manufactured and with their modern improved plant, in which every device for perfect manufacturing is installed, their specialty line will be continued and since the company now makes between twenty-five and thirty different sizes and styles of slack barrels, there is no kind of an order that they can not handle.

BARREL EXHIBIT OF THE KENNETH W. JACOBS COOPERAGE CO. AT THE WISCONSIN STATE FAIR

TESTING TO ASCERTAIN THE HOLDING POWER OF WOOD SCREWS

What is the holding power of a wood screw? How many pounds of force will it take to pull a wood screw of a given size out of some particular kind of wood? Industries that use wood screws have often asked these questions, but no one could give a satisfactory reply. To answer them would require a great many tests, because there are so many sizes and kinds of screws, many different kinds of wood, and numerous procedures for inserting the screws.

In an attempt to answer these questions the Bureau of Standards of the Department of Commerce has conducted tests of the holding power of over 10,000 wood screws of various sizes, in seven different kinds of wood —yellow poplar, cypress, sycamore, Georgia pine, North Carolina pine, hard maple and white oak. The effect of various factors on the holding power, such as the use of a lead hole, and of a lubricant, have also been studied. It is believed that accurate data will be obtained.

NATIONAL FOREST TIMBER SALES RECEIPTS BREAK ALL RECORDS

Breaking all records in the history of the United States Forest Service, receipts from the sale of national forest timber for the first quarter of this fiscal year amounted $1,055,165, according to the October report of the Chief Forester. This is the first time, forest officials point out, that timber sale receipts have topped a million dollars.

It is not expected that any of the remaining three-quarters of the fiscal year will touch this high level, since the summer is the logger's busy season in the western mountains. Timber sales on the national forests have been increasing, and now bring to the federal treasury over $3,000,000 yearly.

It is reported that the Duls Red Cedar Co., Lebanon, Tenn., will rebuild their stave plant recently burned.

SECRETARY HOOVER ADVOCATES GREATER WATERWAYS

With a population increase of 40,000,000 likely in the next 25 years, Secretary Hoover declared in an address to civic and agricultural associations at Kansas City, Mo., October 18th, that the time is ripe for the United States to embark upon the creation of a gigantic system of inland waterways.

Building should not be done on a "collection of disconnected local river and lake projects," he said, "but upon works that will be segments in the end of continental systems."

"For generations," the secretary asserted, "we have driven our energies in the development of land. Today we must speed the development of our water in its aid to the land—power, irrigation and, above all, transportation."

Mr. Hoover said the reason some of the waterways had not been successful in the past was because they had been broken up in such a way that shallow sections interfered with their proper functioning.

More railway trunk lines must be built in the States that could be served by waterway systems or waterways must be improved to take part of the burden, the secretary declared.

"Waterway improvement," he said, "would work no injury to the railroads. There is today no excuse for continuing the battle between the railways and the waterways, for we are faced with a period when both are needed. We have had great battles over joint rates, but if we have a real system of internal waterways, this problem will settle itself, for the day will come when the railways will be seeking them."

BLIGHTED CHESTNUT TIMBER SAFE TO USE

With the utilization of much dying and recently killed chestnut timber, the Bureau of Entomology of the United States Department of Agriculture has received a number of inquiries as to whether timber killed by the chestnut blight is safe to use. The bureau states that borers infesting a living tree soon die after the tree is felled, and where sound, wormy chestnut timber is used for the cores of veneer, worms emerging from the veneer do not come from the sound though worm-eaten chestnut, but from the hardwood veneer itself. The injury is caused by Lyctus powder-post beetles, which lay their eggs in the pores of the sapwood of many species of hardwood, but will not attack chestnut. This knowledge has recently averted several lawsuits.

200 BOX CARS TO MOVE MILLS AND FURNACES

Two hundred box cars will be used in transporting the Cromwell steel mills and open-hearth furnaces from Lorain, Ohio, to Kansas City, where they will be re-erected by the newly-organized Kansas City Steel Corporation. The equipment has been purchased by J. W. Dana and associates, of New York.

The company, incorporated in 1916 with $3,000,000 capital, was leased in March, 1919, to J. C. Cromwell for 99 years. The mill was closed in May, 1918, by order of the government and the open-hearth department shut down January 1, 1919. The plant covers 233 acres and includes four 90-ton open-hearth furnaces, a 20-ton steel hammer and a 30-inch bar mill.

In 1922 the property was sold at foreclosure. Assets were purchased by the Midland Seamless Tube and Steel Company, Guardian Building. Last March the Guardian Trust Company, trustee, commenced to liquidate the property, and the sale to Dana completes the liquidation.

APPLE TREES TWO-FACED

Report from Middletown, N. Y., under date of October 14th, advised that in parts of Orange county blossoms are appearing on the apple trees. In some orchards matured apples are on one part of the tree while half-grown fruit and blossoms appear on another. Aged persons who claim to keep tabs declare this indicates a very mild winter.

THE AMAZON OF NEW ENGLAND

Above is pictured Mrs. Angelina Francesca, who stands six feet six inches in height and weighs 210 pounds. She is the "Mrs. Hercules" of the town, and may be seen daily at work at a bag and barrel plant, where she tosses the hogsheads and barrels around like toys. She is 45 years old and the mother of a 20-year-old son and a daughter who is 17. Mrs. Francesca has been tossing barrels around for the last ten years and says the secret of her health and strength is early rising, light eating and wine.

SPECTACULAR FIRE RAZES BIG BARREL FACTORY

The plant of the Atlantic Tank and Barrel Corporation, composed of nine one-story frame structures, at 15th and Jefferson Streets, Hoboken, N. J., was razed by a spectacular fire October 2d.

The blaze started shortly before 9 o'clock in a planing mill, and within half an hour flames were leaping through other buildings and reaching toward the sky. The flames were seen for miles throughout North Hudson and from the New York shore. Blazing embers were carried by the wind as far as Weekawken Heights.

All available apparatus was called on a general alarm. Firemen were assisted by companies from Jersey City and half a dozen adjacent communities. A crowd estimated at more than 8,000 viewed the fire from the 14th Street viaduct and other points of vantage.

Police were unable to keep motor traffic moving along the main roads to and from Hoboken Ferry. The intense heat of burning wooden tanks and barrels and supplies of cedar, pine and oak timber prevented firemen from getting within 200 feet of the flame-swept structures. At 10 o'clock only a side of the main office building remained.

Then the fire-fighters concentrated their efforts to diverting the course of flames from other factories nearby. When the blaze was at its peak spectators on the viaduct were forced to retreat and thousands climbed the Palisades, which tower above the burning point.

Scores of New Yorkers telephoned *The World* and Police Headquarters to ascertain the location of the blaze, which illuminated the North River nearly an hour. Police believe the loss will amount to about $500,000. The origin of the blaze was not known.

SUGAR LOWEST SINCE 1922

Both raw and refined sugar sold in the New York market October 20th at the lowest prices since January, 1922. Sales of the Cuban raw product were made at two cents a pound, exclusive of the duty, and the price of fine granulated sugar was reduced by most refiners to five cents a pound.

MAKES COTTAGES OUT OF WINE CASKS

We are indebted to our good subscribing friend Henry A. Thorndike, Newport, R. I., for the following clipping from the October 4th issue of the Providence *Journal*. The clipping says:

"Wine casks, deprived of their usefulness by prohibition, are being converted into summer homes for tourists and others by W. J. O'Neill, formerly of Lakewood, who now makes his home here.

"Little did coopers in the employ of the Michel Cooperage Company, Sandusky, Ohio, imagine when they made these casks about a quarter of a century ago, and shipped them to the Schuster Wine Company, of Cleveland, one of the largest and best known wine-selling concerns of pre-prohibition times, that the casks some day would be fashioned into 'efficiency cottages.'

"According to the Cleveland *Plain Dealer*, O'Neill purchased 36 of these casks, all there were in the Schuster plant at Cleveland. Twenty-two of them he has or soon will have converted into living quarters.

"O'Neill has placed each cask on a concrete foundation. The cask cottages are on his camping grounds on a bluff overlooking Lake Erie, about a mile west of here on the Cleveland-Sandusky highway.

"The casks stand in rows, as do cottages in the average summering place. They are made of solid oak, the staves being between two and three inches thick. With hoops and other essentials they weigh close to 5,850 pounds apiece. O'Neill has had two windows cut in the back of each and a window and a door in front. A screened-in porch is on a level with the floor.

"Each cask, resting on its side, is being fitted with a folding bed on the right of the entrance, a folding table opposite, a kitchenette and an ice box in the rear; also running water and toilet accommodations. All will be electrically illuminated.

"Bunks, built on the porch in such a way that they may be used as settees when not wanted for sleeping purposes, provide all the room needed for the accommodation of a small family or an outing party. In the middle of the floor of each cask cottage there is a trap door, opening to plenty of room for storing grips and other paraphernalia carried by tourists and vacationists. In each of these cottages there is plenty of room for several persons. The casks, as O'Neill has set them up, are every bit as roomy as the average summer bungalow. Two of the casks are to be converted into bathrooms—one for men and the other for women.

"The casks are said to be the largest in the State—perhaps in the country. When they left the Sandusky cooperage plant in which they were made they brought $1,200 apiece. Today they would cost at least $2,500 apiece, according to coopers competent to make estimates. Each cask cottage is to be given a coat of natural color' paint on the outside and such decoration as may be deemed most desirable on the inside.

"Moving the casks from Cleveland to the O'Neill premises was quite a job. Each one had to be torn down, transported and then put up again. Each piece of timber was numbered to facilitate reconstruction. 'I expect to rent each cottage for from $15 to $20 a week,' O'Neill said, when questioned concerning his plans."

ACTIVE DEMAND FOR OKLAHOMA FLOUR

Report from Oklahoma City, Okla., under date of October 18th, says: "The early part of October brought to Oklahoma flour mills a business equal to more than 95 per cent. of their capacity, some individual mills reporting in excess of 100 per cent. During the second week of the month a decline brought the figures down to about 60 per cent., but millers reported that probably a majority of flour dealers in their domestic territory are stocked for 30-day requirements.

"Southeastern jobbers and a few comparatively large bakers, virtually all in cotton territory where a business revival has set in, were liberal buyers.

"Galveston reports for the week showed a marked revival in exports to Latin-American countries. Only small and scattered orders were received from Continental Europe."

CORN CROP MATURES WITHOUT FROST-HURT

The corn crop this year matured without being caught by frost, although it is spotted.

Increases of 32,000,000 bushels in the October government report, as compared with the September returns, which surprised the trade and made the crop 2,198,000,000 bushels, were due to improvement in the late planted corn as a result of rains. In some sections in the largest corn States the crop is the poorest in years, while in others it is the reverse. The crop last year was 2,437,000,000 bushels and the five-year average is 2,935,000,000 bushels.

A corn crop of 1,986,000,000 bushels for the nine surplus States compares with 1,541,000,000 bushels harvested last year, an increase of 445,000,000 bushels.

Indiana has 205,000,000 bushels, the largest in a quarter of a century. Last year it raised 117,000,000 bushels and its five-year average is 170,000,000 bushels. Its acre yield is estimated at 42.2 bushels, and the total crop is 77 per cent. more than last year's.

Ohio's corn crop of 184,000,000 bushels is almost double that of last year, 38,000,000 bushels more than average. Illinois has 379,000,000 bushels, a gain of 78,000,000 over last year, while its average is 313,000,000.

Iowa Has Largest Crop in Years

Iowa stands out with the largest crop in recent years, despite drouth and heat, having 459,623,000 bushels, a gain of 154,000,000 over last year and 37,000,000 more than the average.

These four States have enough corn to supply the greater part of the commercial demand, if not all of it, as well as furnishing plenty of corn for feeding and other purposes.

SCOTTISH LASSIES WORKING AT YARMOUTH FISHERIES

Photo shows some of the 1,200 Scottish lassies who are busy at the Yarmouth fisheries curing herring. The herring catches this year are beating all previous records and hundreds of barrels, already packed, may be seen in the background.

DOLLAR ACCEPTANCES RISE

The total dollar acceptances covering exports and imports for 24 leading banks throughout the country reporting to *Export Trade and Finance* as of October 8th, amount to $296,431,855, as compared with $266,901,504 for September 10th and $251,672,867 for October 9, 1924.

Acceptances in foreign currencies executed by foreign banks for account of 21 banks reporting amount to $43,562,081 for October 8th, as compared with $41,739,199 for September 10th, and $22,481,187 for October 9, 1924.

STEEL, THE NATION'S BUSINESS BAROMETER, HERALDS GREAT TRADE PROSPERITY, SAYS CHARLES M. SCHWAB

Peace and prosperity are peering over the horizon with a promise to be boon companions of American business in the years immediately ahead, Charles M. Schwab, chairman of the Board of Directors of the Bethlehem Steel Company, told the second annual conference on education and industry held in connection with the annual meeting of the Institute of American Meat Packers at the University of Chicago, October 21st.

The outlook for steel never was better, and he called steel the nation's business barometer.

With no threat of war and only omens of bettered business conditions visible, the immediate present presents a vista which Mr. Schwab said justified his reiteration of optimism.

Bethlehem's marvelous plant for production of munitions has been turned 99 per cent. to production of implements of peace, he said, and all of "Bethlehem's investment in new properties and new advancement is in full confidence that the years to come will be years of peace."

South America, Africa and Asia Promise Much

Undeveloped possibilities in South America, Africa and Asia promise America a part undreamed of in years past.

The need for reducing costs and developing men are two great problems, and "not the least of the needs of the hour is development of the art of human engineering, the art of enabling men to get greater results in both achievement and happiness out of their work than ever before.

A Plan That Will Develop and Benefit Every Individual

"I believe every other man gets his greatest joy out of real achievement. We have got to work out a plan, however, whereby men, even in the subordinate ranks of life, may obtain that sense of achievement out of performing routine tasks."

Man Coming Into Realization of Spiritual Possibilities Intended by God

After the Stone Age, Iron Age and now the Age of Steel, Mr. Schwab looks forward to the Age of Man, when man will come to realize the great spiritual possibilities God must have intended.

Radio has grown from a $2,000,000 infant in 1920 to a lusty five-year-old of $350,000,000 last year and an estimated $500,000,000 this year, said Major General James G. Harboard, president of the Radio Corporation of America.

Electricity's future likewise is optimistic, bearing promise of electrified railroads and cheap power and light to the farmer, to whom they are "more important than to any other class of our population," said E. W. Rice, Jr., honorary chairman of the Board of the General Electric Company.

Frank O. Lowden, former governor of Illinois, and practical "dirt farmer," pleaded for a national agrarian policy to restore the fertility of the soil, "a paramount question for the American people."

Enlightened Leadership Needed

Max Mason, new president of the University of Chicago, in an address, said the cure for society's present evils must be found in enlightened industrial and commercial leadership.

OCTOBER EVIDENCES FURTHER INCREASE IN STEEL OPERATIONS

The week of October 19th brought a number of favorable developments in steel, and probably was more marked in that respect than any week in months, says *The Iron Age*. Both the volume of new business and the indications of a high rate of operations for the remainder of the year have caused producers in a number of finished lines to take a firmer stand on prices. As in other like efforts to advance the market, considerable orders were entered, notably in sheets, at previous prices.

The Steel Corporation's unexpected gain of 204,000 tons in unfilled orders last month was the most definite measure the trade had had of the large volume of steel consumption and of the small margin of stocks on which manufacturing buyers had long been operating. Other steel producers have indicated that October new business has been running well ahead of shipments.

In steel work operations, October has shown a further gain. While the September average was 77.5 per cent. (counting ingot capacity at 54,000,000 tons a year), against 76 per cent. in August, the Steel Corporation's rate is now above 80 per cent., with independent companies close to that figure.

While rail bookings, already 300,000 tons, the better outlook for railroad-car buying and a larger accumulation of orders for bars and sheets are the chief items in the week's improvement, nearly all departments of the market have been affected, including pig iron and steel scrap.

Order Books Growing

Iron Trade Review says growing order books are giving further impetus to efforts of producers to advance prices of finished iron and steel above recent highly competitive levels, and some measure of success is resulting. Sheets, hoops and bands, strip steel and alloy steel have been the chief objects of this attention.

Operations are being pushed up step by step. In Chicago territory they will be at 80 per cent. of steel capacity this week. Pittsburgh and Youngstown districts are at 75 per cent. Steel ingot production in September moved up to the basis of 83.2 per cent. of the peak production for the country of March, 1924, and represented a rate of 41,780,000 tons annually.

This represented a gain of two per cent. over August and 13 per cent. over July. Prospects for railroad buying have appeared better, with 10,000 cars pending at Chicago.

Unchanged figures are shown this week by the *Iron Trade Review* composite of fourteen leading iron and steel products. The market is registered at $37.43.

Increase Over September

The American Metal Market says: "Steel ingot production in September was at two per cent. higher rate than the average of August, but at a slightly lower rate than late in August. This month there has been a little increase over September, production this week being probably about at the rate of 42,000,000 tons a year, which is 21 per cent. above the average in the last six calendar years, and 16 to 17 per cent. under the peak rates reached early this year and early last year.

"Those peak rates were obviously too high for continuance, but consumption is probably as heavy now as then. There is no evidence of unbalance in either direction between production and consumption, though there is a possibility in some manufactured wares.

"Both sellers and buyers of steel are very active, so that there is very keen trading. Mills are firmer in their price views, but in general are not seeking to raise the general level of prices. Buyers would stoutly resist substantial advances."

INCREASES IN WINTER CONSTRUCTION MEAN MUCH TO MANY INDUSTRIES, COOPERAGE INCLUDED

The building season is gradually being lengthened as the result of a drive undertaken by the construction industries in co-operation with the Department of Commerce. This fact has been established through a survey made by the Division of Building and Housing of the Department at the direction of Secretary Hoover to determine what results were being obtained. Reports from contractors in sixteen large cities show that payrolls and material purchases were relatively larger in the winter months of 1924 than in those of 1923. The 1923 figures in turn showed an increase over 1922. Payrolls and material bills are measures of building activity which follow actual work very closely.

The large number of contractors who answered the Department's inquiry gave figures showing for each month the percentage of the year's total. Practically all replies had the same trend, making an average a fair statement of conditions as given. Changes in general business conditions and a difference in the weather undoubtedly had some share in the result. But making allowance for such factors, a distinct improvement in the relative amount of winter building is apparent.

All groups in the building industry are trying earnestly to bring about a more equal distribution of work throughout the year. Their efforts are bringing results. More and more people are becoming convinced that winter construction is both practical and economical. The growth of this belief is certain to result in steadier employment and more efficient construction service.

WILL BUILD HEADING PLANT

A new entry into the cooperage field will be the Ludington Basket Co., Ludington, Mich., which company plans to erect a plant for the manufacture of barrel heading.

WILL MANUFACTURE COOPERAGE

The Sparrow Lumber Co., Florence, S. C., of which company H. G. Sparrow is president, is erecting a new plant which will be used for manufacturing cooperage and other wood products. Plant and equipment for the new venture will entail an investment of $30,000.

PEAK MOVEMENT IN GRAPES ENCOUNTERS CAR SHORTAGE

Stress of demand for refrigerator space for the movement of perishable crops is approaching a peak unparalleled in the history of the markets. Not that the crop situation has shown improvement, nor because the transportation companies were not prepared, through the forecasts of the American Railway Association and the Atlantic States Shippers' Advisory Board, for the expected increase in perishable fruits and vegetables. The grape is responsible.

Harvest and marketing of apples, both in the Northwest and Middle Atlantic States, has been going forward at normal rate. Celery and potatoes require regular attention. But the grape situation, particularly in the transcontinental movement of California's heavy-juice grades, has become a problem that is worrisome to shipper, railroad and receiver.

Strong Demand for Wine Grapes

So strong is the demand for wine grapes that buyers are using Muscats for wine purposes more extensively than ever before, and the cry from the shippers in California for more cars is being heard in the most influential transportation circles. The secret of the demand, according to local factors, lies in the national Prohibition Act.

Shortage in California

Sales of grapes in the local markets, averaging upward of 100 cars a day since the 1st of October, and expected to reach new high records during the coming six weeks, have not only caused a disturbance in the market structure, but have precipitated an unprecedented car shortage in California and other growing centers that has attracted the attention of the American Railway Association and similar advisory bodies. In New York sales have averaged more than 1,000 cars daily.

Shipments Unusually Heavy

The railroads in the terminal territory of the Atlantic district, realizing that all California crops are growing heavier each year, provided additional facilities, particularly for handling the heavy-juice grape movement. Despite the greater equipment available, complaints are being heard from the California district of the continued lack of refrigerator equipment for the transportation of grapes, even though the movement this year exceeds last year's more than 20 per cent.

The total grape shipments from the State of California for the period ended October 13th were 50,444 cars, compared with 43,105 cars in 1924 and 34,639 cars in the same period of 1923, with shippers reporting only 50 per cent. of requirements filled.

Philadelphia Heavy Grape Market

The movement to the Philadelphia district, according to statistics compiled by the Bureau of Agricultural Economics, approximates 42 per cent. of the total receipts for 1924, with the heaviest receiving period expected during the next six weeks.

From present indications, according to Ralph G. Clayberger, local merchant and member of the Atlantic States Shippers' Advisory Board, receipts will double last year's total.

Return Movement Problem

The Shippers' Advisory Board included in its report to the railroads for early in September an indication that the movement from the Pacific coast would not be as heavy as last year, due to weather conditions in the early part of the year, but later rescinded the opinion, warning the carriers that shipment would surpass the loadings of 1924. The transcontinental grape movement to New York and Philadelphia had exceeded 1924 totals on October 1st by 2,800 cars, and additional terminal facilities were prepared by the railroads to take care of the surplus shipments.

The principal difficulty facing the railroads at present is the return car movement. The shippers' representatives in Philadelphia have been very active in pushing the release of cars, so that the record on refrigerators in use in the grape movement shows 90 per cent. of equipment released on time.

NATIONAL CREDIT MEN TO INAUGURATE A "PAY-UP" CAMPAIGN

According to report, October 26th will see the start in the United States of what is expected to be the most intensified effort ever made by retail store dealers to get their customers to pay their bills on time. Under the auspices of the retail credit men's national association, co-operating with local and State credit associations, the "pay-up" campaign will reach into every State in the Union. Among the means that will be used to enlighten the customers to the fact that their accounts are due will be newspaper and magazine advertising and radio broadcasting.

Investigation and Research by Department of Agriculture Have Added Millions to Wealth of the Country

Renick W. Dunlap, Assistant Secretary of Agriculture, recently addressing the Institute of Margarine Manufacturers at Washington, D. C., gave some of the details of how his department co-operates with the various branches of industry. Mr. Dunlap said:

"I come before you representing a department which is interested in any project related to agriculture. The Department of Agriculture is concerned with oleomargerine also, however, because upon the Bureau of Animal Industry rests the responsibility for inspection of all animal products used in the manufacture of oleomargarine. The animal fats, as you know, are inspected and there is also a requirement that dairy products used in oleomargarine manufacture be pasteurized. Like many forms of inspection, this particular one has led to the adoption of various modern devices which are of value both to the manufacturer and the consumer. For example, mechanical means are used largely for handling the products in order to avoid contamination by contact with the arms and hands of workmen. In addition to making these inspections and keeping careful record of them, the Department of Agriculture receives also voluntary reports from oleomargarine manufacturers.

"You, however, are much more familiar than I with the details of your industry. I can not hope to give you new information or shed new light upon your problems or policies.

"Your interests, however, are not confined to your own product. You are a large association of manufacturers. You are interested in American business, as all broadminded manufacturers are.

"Now I, on the other hand, represent a department which by reason of its name is often thought of and spoken of as possessing no interest in business, or even as antagonistic to business. This view obviously overlooks the fact that agriculture is itself a business, that the average farm represents a larger capital investment than does the average store with which the farm owner deals. It overlooks the fact that farmers are more and more adopting business methods and are more and more co-operating with the broader-minded business men for the common interest. Farming, while it may be regarded from a great many aspects, is coming more and more to be considered primarily as a business. The contemporary problems of agriculture are, to a large extent, business problems.

"The Department of Agriculture, however, has a much broader relationship to business than simply in serving the interests of farming as a business. I have mentioned to you the inspection of animal products used in the making of oleomargarine. This is merely an example of a vast amount of regulatory work which the department is required by law to administer. Practically all of this regulatory legislation is connected in some way with business—and not simply the farming business. The inspection of packing plants concerns the packer. Administration of the Foods and Drugs Act concerns thousands of dealers in some of the most commonly used commodities. The plant quarantine regulations affect importers, florists, and others in this country and various business men in foreign countries.

"An interesting fact in connection with the administration of regulatory legislation by the Department of Agriculture is that much of it is not concerned primarily with agriculture. It has been placed in the hands of the Department of Agriculture because of the department's well-known efficiency, because of its long record of fairness, honesty and impartiality in administering whatever laws were placed in its hands. However much difference of opinion may exist as to the wisdom of this or that law. There can be no valid question as to the record of the department in carrying out with thorough integrity the meaning and intent of Congress. Moreover, although regulations often seem annoying and unpleasant to those engaged in any line of business, it has led time and again to the invention of labor-saving devices and to a better handling of products so as to safeguard the welfare of the consumer. Both of these have added to the profits of business. The one has done so directly. The other has done so by establishing confidence on the part of the consumer.

"Another phase of the work of the Department of Agriculture which is of special interest to business is its research. Research is fundamental to the work of the department. The progress which has been made in American farming has been made largely through research, through the discovery of definite facts and the application of these to current problems.

"The research work of the department is not, however, by any means confined to the growing of crops and the raising of live stock or even to methods of transportation and marketing farm products. The department endeavors with the funds available to cover as great an amount of research as possible in the uses of agricultural products, which means the uses of 80 per cent. of the raw products that go into American manufactures. You gentlemen are particularly interested in cottonseed oil because it is one of the important ingredients of your product. The chemical investigations made with cottonseed, some by the Department of Agriculture, some by other agencies, form a fascinating story. Half a century ago cottonseed afforded a serious problem. Often it was thrown into streams and there became injurious to the fish, and at the instigation of fishermen laws were passed prohibiting this practice. In the intervening time, however, hundreds of American chemists have given intensive study to the cotton seed and it has been found useful not only for your product but for batting, wadding, felt, artificial leather, candle wicks, artificial silk, celluloid articles, feed, fertilizer, dyestuffs, salad oil, cosmetics, paints, soap, washing powder, roofing tar, and a great variety of other articles. Indeed the whole field of vegetable fats has been tremendously widened by chemical research, a considerable amount of it done in the Department of Agriculture, and wonderful opportunities are open for still further study. Dr. C. A. Browne, the head of our Bureau of Chemistry, declared that all we know concerning the chemistry of the cotton plant is 'only a small fragment of what remains to be discovered.'

"In like manner the Forest Service has carried on experiments of vast importance to the paper industry. A cheap and constant supply of paper is of utmost importance to every industry at the present time. The manufacture of leather is another field in which notable research has been carried on.

"Industry is related to agriculture, however, not only because of being based on farm products, but also because the products of industry are extensively used in farm operation. Fertilizers are an excellent example of this. The fertilizer industry as such is hardly a hundred years old, and its development, step by step, has been made possible by chemical investigation. This work is of particular importance to the United States in that it involves an effort to make this country free from the necessity of reliance upon foreign nations for adding to the fertility of American soil.

"The examples which I have cited to you are merely instances. I could give you numerous other examples which have been of vast benefit to American industry. I could discuss also numerous phases of the work of the department not included in either regulation or research.

"What I have presented to you will give you, I trust, some suggestion of the wealth of material which the Department of Agriculture is digging up from the mines of hitherto hidden fact. These treasures are not for any one group in the population. They are open to every one who can use them to advantage. There is no patent or copyright on the material which the Department of Agriculture supplies. It offers to American business, as it offers to American agriculture, significant facts, and significant facts are the basis of all accomplishment in any field of human effort.

"More and more every American business is recognizing the value of facts. The importance of selling every article for just what it is, the worth of honest advertising to both the seller and the buyer, the adoption of codes of business ethics by one association after another—these are all illustrations of the principle that in modern business it is the facts that count. The Department of Agriculture is a great fact-finding agency and the facts which it discovers and presents are becoming of vastly increasing importance to American business."

1925 APPLE CROP ONE MILLION BARRELS LARGER THAN LAST YEAR

The condition of the apple crop is 52.8 per cent., according to the October 1st estimate made by the United States Department of Agriculture. This is several points under the condition of September 1st, which was 57.6 per cent. The crop this year will be close to 1,500,000 barrels more than in 1924. The government estimate now places the total yield this year at 30,134,000 barrels, compared with 28,701,000 last year. Detailed figures are given below:

	Condition Oct. 1	1925 Forecast Barrels	Production 1924 Barrels
Maine	69	639,000	651,000
New Hampshire	70	230,000	292,000
Vermont	75	125,000	160,000
Massachusetts	65	598,000	660,000
Rhode Island	58	53,000	64,000
Connecticut	65	209,000	260,000
New York	58	4,975,000	3,738,000
New Jersey	59	448,000	474,000
Pennsylvania	39	972,000	780,000
Delaware	60	289,000	310,000
Maryland	52	306,000	254,000
Virginia	32	1,198,000	2,520,000
West Virginia	32	663,000	800,000
North Carolina	41	150,000	307,000
South Carolina	40	.....	.....
Georgia	42	68,000	110,000
Ohio	41	606,000	694,000
Indiana	55	254,000	145,000
Illinois	55	1,168,000	925,000
Michigan	60	1,864,000	1,222,000
Wisconsin	76	124,000	98,000
Minnesota	55	26,000	38,000
Iowa	44	73,000	150,000
Missouri	46	606,000	588,000
North Dakota	67	.....	.....
South Dakota	23	.....	.....
Nebraska	31	66,000	120,000
Kansas	46	286,000	471,000
Kentucky	37	73,000	162,000
Tennessee	31	39,800	106,000
Alabama	40	.....	.....
Mississippi	60	.....	.....
Louisiana	57	.....	.....
Texas	45	.....	.....
Oklahoma	41	28,000	54,000
Arkansas	60	526,000	787,000
Montana	20	27,000	70,000
Wyoming	45	.....	.....
Colorado	70	770,000	806,000
New Mexico	68	221,000	150,000
Arizona	65	10,000	7,000
Utah	85	215,000	140,000
Nevada	95	.....	.....
Idaho	80	1,443,000	714,000
Washington	68	8,140,000	6,650,000
Oregon	60	1,382,000	1,750,000
California	52	1,234,000	1,474,000
United States	52.8	30,134,000	28,701,000

NOVA SCOTIA APPLE CROP SMALLEST IN YEARS

Report from Wolfville, N. S., under date of October 16th, advises that "harvesting of the Annapolis Valley apple crop is now well under way with about half the apples off the trees. Owing to the prolonged dry spell during the latter part of the growing season, it is believed the crop will not come up to the last government estimate, which puts the crop just under 900,000 barrels, the smallest in years.

"Fruit has colored well, especially the late varieties, such as Baldwins, Ben Davis and Spies. Early shipments to the English markets turned out so badly that fruit is being generally held back until some improvement in market conditions across the water is manifest. The bulk of the stuff will be shipped across as usual. In the western end of the valley, fruit is unusually poor, and much of it is going to the evaporators and by-products plants in the eastern sections. The fruit is cleaner than last year.

"About 50 per cent. of the crop will be handled by the local co-operative companies and the United Fruit Companies of Nova Scotia. The remainder will be bought up by speculators or consigned direct by growers."

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HARVEST OF FALL FRUITS AND VEGETABLES IN FULL SWING

With the season for late summer products closing and the harvest of fall fruits and vegetables in full swing, reports are already coming from the South as to prospective acreage of truck crops. Thus, the scene shifts from South to North, and soon back again to the Southern States. Growers along the Gulf are figuring how much of the northern vegetable crops may be in storage in January, when the new southern truck season becomes active. The shipment of 5,000 more cars during the week ended October 3d than during the corresponding period last year is one indication of the continued earliness of the present season. Total movement of 25 products filled 31,350 cars last week, three-fourths of this volume being grapes, apples and potatoes. Prices closed generally firm to higher, except on grapes, cabbage and onions. Potatoes tended downward in the Middle West.

Apple Movement Increases

Apple movement continues to increase, as fall varieties are being harvested. Price changes were not very marked. Northwestern apples have been rolling rapidly, and shipments are now approaching their peak. The Wenatchee-Okanogan district of Washington has forwarded about 1,000 more cars than to the same time last season, while movement from the Yakima Valley is 700 cars ahead. The entire Pacific Northwest shows a total of 8,400 cars to date, compared with 5,900 last fall. Prospects have been impaired in the Hood River district, because of smaller sizes and worm damage. A good crop is reported in southern Idaho, though Jonathans are mostly of small to medium size. The 4,000 cars of western apples shipped last week represented a 50 per cent. gain over the preceding week and included 2,450 cars from Washington, about 600 from Idaho, with more than 300 each from Oregon and Colorado. Combination-pack Jonathans at western Colorado points ruled $1.25 per bushel basket, while various grades of large-sized fruit ranged $1-$1.75 per box. Extra fancy, medium to large sizes, brought $1.50-$2.50 per box, f. o. b. the Northwest, according to variety. City jobbing prices ranged from bottom of $2.40 on Winter Bananas to top of $4.50 on Delicious.

Cooler Weather Needed to Properly Color Apples

Growers in the valleys of Virginia, West Virginia and Maryland are concerned over the color of their fruit. Cooler weather is needed to produce proper color of late varieties, and some shippers are advising a delay in picking of Yorks and Staymans. Best packs of Yorks were bringing $3.50-$3.75 per barrel, f. o. b. shipping points, with several other varieties ranging up to $5, and Delicious touching $6.75. Michigan shippers quoted Baldwins at $3.75, but other kinds brought higher prices. Reports from western New York showed Baldwins for future delivery selling at $3.75, Greenings around $4.25 and McIntosh $5.75. New York's apple deal is opening slowly, even though 75 per cent. of the commercial crop of Baldwins may meet requirements of the A grade, compared with 46 per cent. last year. Eastern markets closed stronger on best quality fruit. Bushel baskets sold generally at $1.25-$2, and barreled stock ranged mostly $4-$7.50. Midwestern apples jobbed from $4 to $6.50 in Chicago and St. Louis, with Ben Davis averaging $2.50 a barrel. Trading was not very active. Shipments from the East and Middle West increased to 3,600 cars, but lacked 200 of equaling last season's.

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STEPHEN JERRY & CO., Inc.
Manufacturers 272 Huron St., Brooklyn, N. Y.

JERRICO BARRELS

They're Made Well—
They Made Good!

Barrels and Shooks
Cooperage Stock

Always in the market for DRY SLACK STAVES
18″ to 34″. Quotations solicited.

Kegs and Barrels — Hoops, Staves, Headings
Slack and Tight Cooperage — Cooper Tacks, Truss Hoops, Candy Pails

MORRIS WALSH SONS
Office—813 Sarah Street
FACTORY { South 8th to South 9th on Sarah Street, South Side - PITTSBURGH, PA.
Phone: Hemlock 0163

Chris Heidt, 2d
Chas. E. Heidt
ESTABLISHED 1860
Phones {1155 / 1156} Bergen

C. HEIDT & SON, Inc.
JERSEY, CITY, N. J.

New Slack Barrels — for all dry materials, chemicals, sugar, etc. — Tongue and Grooved Barrels a Specialty

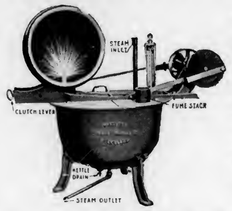
BARRELS

Second-hand Barrels All Kinds Slack and Tight — We specialize preparing tight barrels for all purposes — "A Used Barrel is Better Than a New One"

QUALITY and SERVICE Our Motto!

OFFICE, 64 Fairmount Ave. PLANT, 12-88 Fairmount Ave.

CLEVELAND SPRAYING MACHINES



For lining the interior of barrels, tubs, etc., with any hot or cold liquid coating. These Outfits can be operated by HAND or POWER, and will economize in labor, time and material.

A package is laid over spray nozzle, clutch thrown in and after pump has made from 5 to 6 strokes, clutch is thrown out and package is coated. ***Capacity*** as fast as the men can handle the cooperage.

We also build Superheaters and Branding Machines.

Eureka Machine Co. 2605 VEGA AVENUE **Cleveland, O.**

E. HENNING, Inc.

We offer you the facilities of the "Henning" Service in the purchase of

TIGHT COOPERAGE STOCK
STAVES HEADING
SLACK COOPERAGE STOCK
STAVES HOOPS HEADING
ICE CREAM TUB STOCK
STAVES BOTTOMS
COOPERAGE MACHINERY
TIGHT NEW OR USED SLACK

Write us at
431 Dearborn St., CHICAGO, ILL.

Cooperage Stock
Tight or slack material of the highest quality.

Cooperage Machinery
New or used. The products of the foremost manufacturers of the country.

Cooperage Supplies
Every item in mill or shop use is carried in stock.

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8 S. Dearborn Street, Chicago, Illinois
Branches in
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"We take a wholesome pride in the 'Quality' cooperage stock that goes into the market under our direction."

"They made their way the way they're made"

Slack Cooperage Stock
STAVES—HOOPS—HEADING
Staves from 24 inches to 48 inches

Hoops all Lengths — *Heading all Diameters*

MILL SHOALS COOPERAGE COMPANY
Syndicate Trust Bldg. - - - - - ST. LOUIS, MO.

GREIF BROS. COOPERAGE COMPANY

STAVES
HOOPS
HEADING

SLACK

Thirty years of Quality production is the foundation upon which our leadership in the trade is based. Our equipment, technical knowledge and experience is placed at your disposal.

BARRELS
CASKS
KEGS

Enormous Factory Capacity
Huge Timber Holdings
Central Warehouse Stocks

Cars Straight, Matched or Mixed

CLEVELAND, OHIO

TREVOR
Manufacturing Company
LOCKPORT, N. Y.

The Latest Improved Machinery for

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Staves — Pails
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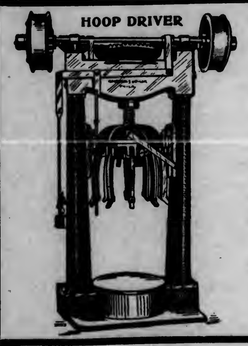

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Special Machines Built to Order

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COLWELL COOPERAGE CO.
120 BROADWAY :: NEW YORK CITY

Est'd 1876

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Slack and Tight
SUPPLIES .·. TOOLS

Straight or mixed cars from the mill.
L.C.L. deliveries from our local warehouses.

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TWISTED SPLICE Used for slack cooperage BARRELS—sugar, flour, apple, potato, veneer truck, fish, salt, lime, KEGS and BASKETS
ELECTRIC WELDED Used for smooth woodenware, butter, lard and wash tubs, candy pails, jacket cans, etc.

Made to measure ready for use. Strong, economical, easily applied.
Made of specially adapted steel in plain, bright or other finishes.

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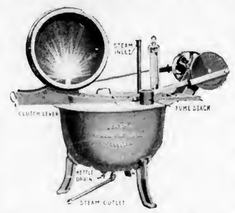

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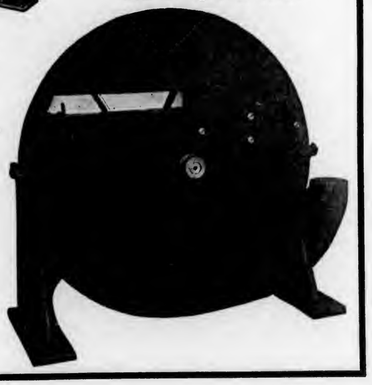

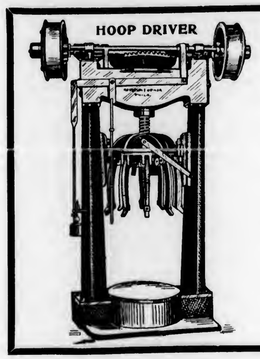

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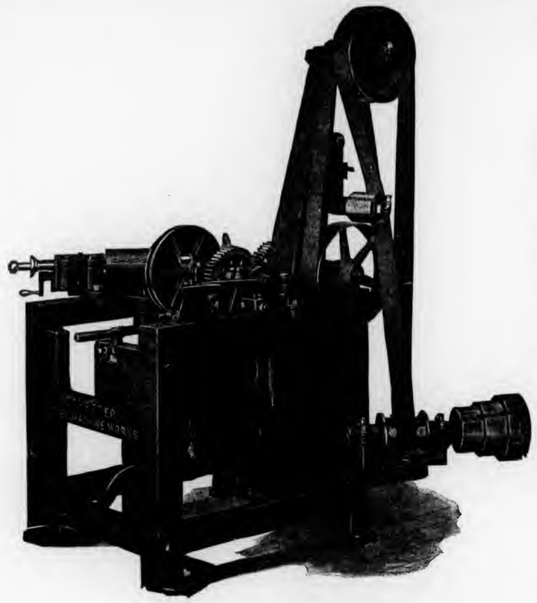
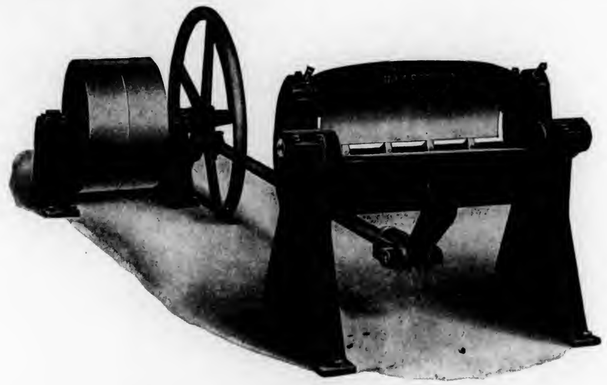


No. 5 HEADING TURNER showing new belt feed arrangement, dispensing with worm, worm wheel and bevel gears.

This Turner is designed for Circling Slack Keg Heading, Barrel Heading and Square Edge Covers.

We manufacture a full line of Slack Stave and Heading Machinery.



No. 4 Special Stave Cutter

A new design machine of extremely strong and rigid construction especially adapted for cutting hardwood staves. Write for particulars.

We manufacture a full line of Slack Stave and Heading Machinery

Catalog upon request

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Successor to JOHN GREENWOOD

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DEVOTED TO THE COOPERAGE INDUSTRY.

A PAPER OF GREAT VALUE TO ALL STAVE, HEADING, HOOP MANUFACTURERS AND COOPERS

Vol. 41 | Published the First of Each Month. Subscription Price $2.00 Per Year. Foreign Subscription $2.50 Per Year. | Philadelphia, December, 1925 | Entered as Second-Class Matter at the Post-Office in Philadelphia, Pa. | No. 8

Golden Anniversary 1876-1926

Fifty Years of Cooperage Service

Since 1876 the Colwell Cooperage Company, New York, has been rendering a continuous and successful service in the manufacturing and distributing of cooperage stock, both tight and slack, supplies, tools, etc.

With 1926 we will enter our fifty-first year, and, as we expect to celebrate our Golden Anniversary throughout the entire year, we now ask that all our many friends put us to the test in the way of handling promptly, efficiently and satisfactorily, any and all kinds of orders in our particular line.

"Colco" Service Stands All Tests

COLWELL COOPERAGE COMPANY

120 BROADWAY, NEW YORK

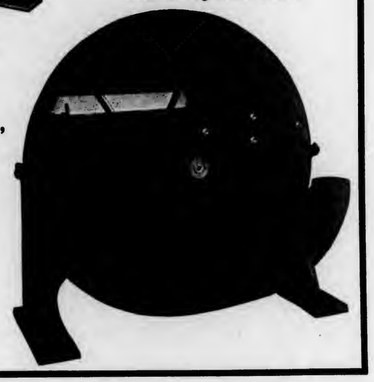
TREVOR
Manufacturing Company
LOCKPORT, N. Y.

The Latest Improved Machinery
for

Barrels	Kegs
Staves	Pails
Heading	Drums
Hoops	Cheese Boxes

Complete Plants
from the log to the barrel

Trevor Patent
Jumbo Heading
Sawing Machine



NEW
"TREVOR"

Sixty-Inch
Steel Wheel
Heading
Jointer

Send for
Catalogue
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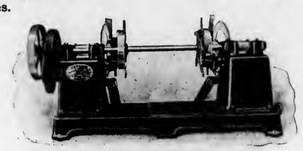
An Unexcelled Gerlach Product

The Automatic Stave Crozer is built in two types, one for working Nail Keg and Slack Barrel Staves, the other for Equalizing, Chamfering and Howelling Rosin Barrel Staves.

An ingenious centering device permits saws to trim an equal amount from each end of stave.

Machine works Cylinder Sawn, Knife Cut or Flat Staves 15" to 42" long, and is furnished with countershaft, chain feeder and discharge.

Daily capacity 20,000 to 40,000, depending upon class of staves.



AUTOMATIC STAVE
CROZING MACHINE

Acknowledged by Stave Makers as the Best Stave Crozer in the Field.

For Descriptive Circular and Prices, Address

THE PETER GERLACH CO.
Halstead St. & New York Central R. R.
CLEVELAND, OHIO
"Since 1854"

FORTY YEARS' EXPERIENCE

Making Slack Barrels

Constantly Striving For

"A Better Barrel"

Tongued and Grooved Barrel

Tongued and Grooved Barrels
Our Specialty

Apple or Produce Barrel

K. W. JACOBS COOPERAGE CO.
1907 St. Paul Avenue - - - Milwaukee, Wis.

"THE CHAMPION"
Our unexcelled
Barrel Heater
Over 30,000 Now
in Use

"The Champion" Heats More Barrels and Does it Better Than Any Other Heater Made

The HYNSON COMPANY

Largest Exclusive Coopers' Tool Supply House in the World

WHEN it comes to coopers' tools and supplies "Hynson" stands second to none. We manufacture our products and are always stocked to handle orders promptly and satisfactorily. There is nothing the barrel maker needs that we can not supply. Place your orders with us now.

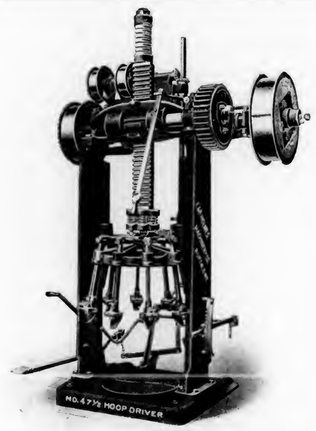
Hynson's O. K. Croze, all metal

Hynson's Chamfer Howel or (Go-Devil)

If It Comes from "Hynson" You Know It's Right

ST. LOUIS ∴ MISSOURI

Holmes Rack and Pinion Hoop Driver



Drives the hoops on oil, vinegar and similar barrels.

Does twice the work of a screw machine.

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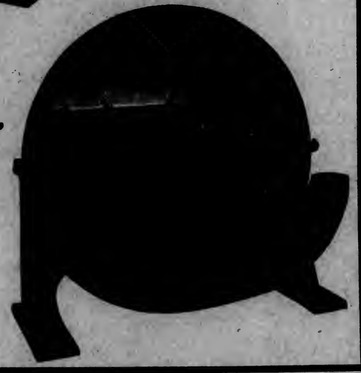

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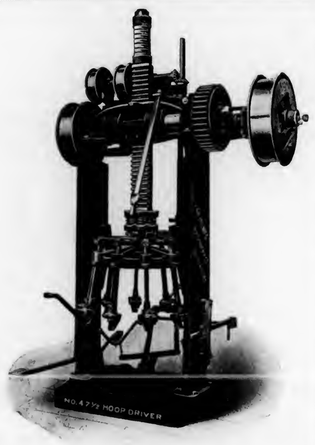

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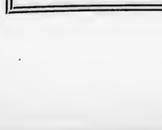

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ESTABLISHED 1851

BUILDERS OF MACHINES for the manufacturer of Tubs, Pails, Slotted Clothespins, Spools, Bobbins, Wood Heels, Bailwoods and other Small Handles, and Small Novelty Turnings. Hand Type and Automatic Variety Lathes are special features.

MADE IN WINCHENDON, MASSACHUSETTS

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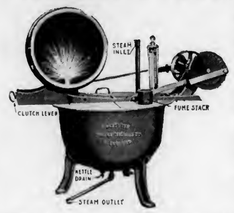

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Orders for Straight or Mixed Cars
can be handled efficiently and quickly, as
we can assemble at advantageous points

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Second and Angelica Sts. : ST. LOUIS, MO.

MT. OLIVE STAVE CO.

BATESVILLE, ARK.

MANUFACTURERS OF

Tight Barrel Staves and Heading

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WHITE OAK, RED OAK, GUM and ASH

PROMPT SHIPMENT CLOSE INSPECTION QUALITY

C. E. MURRAY

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MANUFACTURER

Southern Pine Heading

Sizes 9¼" to 24" Bevel or Square Edge

PRICES ALWAYS RIGHT

Going Again *Bigger and Better*

Am pleased to announce to my friends that I am better prepared than ever to furnish staves of the highest quality. Tight Sap White Oak Oils, Red Oak Oils, Regular Wines, Etc., K. D. J. & B. Also a few cut offs.

M. L. Sigman MONTICELLO ARKANSAS

Farmers Manufacturing Co.

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SLACK BARRELS
PACKAGES--ALL KINDS
FOR FRUITS AND VEGETABLES

Plants Located from Florida to New York *MAIN OFFICE NORFOLK, VIRGINIA*

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Port Arthur, Texas Mobile, Alabama
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Barrels, Shooks, Kegs, Staves and Heading

DOMESTIC AND EXPORT

MOISTAT-METHOD KILN-DRIED
SLACK

HARDWOOD **HEADING** SOFTWOOD

Hardwood **STAVES** Softwood

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We Insist on putting a little ***More Quality*** into our stock manufacture than the standard specifications demand.

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Memphis Memphis, Tenn. Blytheville, Ark. Nettleton, Ark. *Tennessee*

The National Coopers' Journal

FORTY-FIRST YEAR | Philadelphia, December, 1925 | $2.00 PER YEAR VOL. XLI. No. 8

New Orleans Reports Unexpected Out-of-Season Business Will Make Cooperage Trade Hustle When Regular Season Opens

As the weather grows cooler the cooperage business warms up, and although there seems to be no particular reason why business should be especially active this early in the season, the shops are pretty busy. The produce season has most decidedly not arrived yet, for it is altogether too early, but for all that there are a good many shipments going out. Some of the shops are kept busy filling these unexpected orders and have a vacant look, being almost bare of stock as well as of finished product, so that when the season does open they will have to double their working forces and get some quick deliveries to keep up with their trade. Mills and dealers quoting prices on this market should specify what deliveries they can make, for the quickest shipper is the one who will get the business.

Sugar Barrel Trade Is Still Alive

It is pretty well understood that although the sugar barrel trade is not what it used to be, it is not quite dead. In addition to the demand from the big refineries, there is still some demand from the smaller sugar mills. One cooper admits having already shipped out 4,000 sugar barrels, and other shops are filling similar orders, though no great boom in that line is to be expected.

Wise Coopers Are Stocking Up

At some shops where they are working every day, but have no barrels worth mentioning on hand, they will tell you that they make the goods and ship them out just as fast as they receive the orders, but do not believe in piling up great stacks of barrels to be saved as floor warmers. The members of the Southern Cooperage Co., however, are not so conservative, for they buy stock whenever and wherever they can, and, while filling all current orders, are filling up their warehouse space to be ready for emergencies. Their immense piles of barrels, neatly stacked, seven high, are impressive, though they say they have only 40,000 on hand and wish they had more. A pile of 40,000 barrels makes a good showing, but Mr. Cooper, the shop manager, says: "Come back a week before Christmas and they will all be gone, and this place will be empty and clean enough to give a dance in."

Quality Barrels Always Sell on Their Own Merits

The Southern Cooperage Company's shop is so big that they would have room enough to play football if they shipped out all their finished product. The shop is now working 10 hours a day, having plenty of electric lights when daylight fails, and when the season really opens they expect to have to increase their force. When asked how it was done, Mr. Kokemor and Mr. Cooper both said that they made barrels that would sell on their own merits, and so did not have to knock their competitors' products. They aimed to sell at a reasonable advance over the cost of production and so did not concern themselves with the prices of other people, and never tried to underbid anybody. These are certainly good business maxims for anybody to follow. The company's barrels are clean and well made, and there is nothing to distinguish their produce barrels from No. 1 but the roughness of the staves. They often buy No. 2 stock, but most of the time seem to be using a good grade of mill run.

The Spirit of Expansion In the Cooperage Trade

One of the old established institutions of this town is the John G. Moll Cooperage Co. This concern has been in the business here for 42 years, and has experienced all of the ups and downs incident to the trade in this section. For more than a generation it was well known locally and did a fair business in the city, but when J. S. Charbonnet became manager it began to expand and soon became an influence in the surrounding territory. In fact, "Sidney" has put it on the map. With a fair-sized shop here in town, they have branches in Thibodaux, Donaldsonville, Killona, Violet and Whitecastle, all good shipping points in this State, and still have other locations in view, so further expansions may be looked for soon.

Demand for Packages Increase Every Year

It used to be that any little shed that would hold a wagon load of barrels and afford room for two or three coopers to work, was good enough for a branch shop at an out-of-town station. All that is now changed, and many of the branch shops in the country are quite as good and roomy as some of the city shops, better than most of them were a few years ago. The John G. Moll Company shop at Donaldsonville is a substantial structure, 300 by 125 feet, and is two stories high. This would seem to be rather large for their present needs, but then Donaldsonville is one of the spryest and most progressive towns in the State and is surrounded by a rich farming country, where farmers are cutting up their big plantations into truck farms and are bringing waste lands under cultivation, so that the demand for packages doubles every year.

When a Really Good Package Is Desired the Wooden Barrel Is Used

Mr. Charbonnet makes barrels, recommends barrels and sells barrels, but has no prejudices against other packages, so, when the shippers declare that the barrel is not suited to their products, he is ready to supply them with the packages they think they need. Every season he sells many thousands of hampers and various kinds of baskets made of veneer. When the users of these substitutes feel the need of a really good package they are ready to take barrels, so the barrel business is really and actually helped instead of hurt by this trade.

We are Broadcasting—
"Trade Prosperity and Business Success for 1926"
——Tune In

John G. Moll Cooperage Co. Always in the Market for Stock

With six shops in operation, the Moll Company is naturally always in the market for stock. Their present need seems to be for mill run or No. 2 staves, 28½ inches and 30 inches, and 19⅛-inch heading of the same grade, also wire hoops, 63¾ inches and 71 inches.

Farmers and Shippers Are Progressive People

Other coopers in this city having branch shops are also expanding their business and they find the farmers and shippers to be very progressive people who know a good thing as soon as they see it. Some of these shippers have never used barrels, and could never be induced to send in even a trial order for shipment by freight, but when they find a shop opened in their neighborhood, where they can look at the goods and buy a wagon-load as needed, they take to barrels at once and without argument, and become good customers.

Stock Mills Are Having a Good Run

The stock mills in this section seem to be having a pretty good run, but for all that it seems likely that there will be a shortage of cooperage stock here before the winter is over.

The Way the Successful Business Man Talks

We have a first-class stave and heading mill right here in town, or rather just across the river from the town, that of the Union Stave Co., and this plant is doing all that one mill can to supply the market. Mr. Meyers, the manager, denies doing any great business, but modestly admits that they are holding their own. That is the way successful men talk. Nobody talks about making big profits. The man with the small shop or small business says that he is making his wages, and the man with the large plant or large business merely claims to be making a fair interest on his investment. Even that, the way things go, is doing pretty well.

Apropos of No. 2 Stock

Most mills produce a good many sound staves that must be classed as No. 2 because they have, in some way, become black and dirty, but it seems that at the Union Stave Company mill the No. 2 are so classed simply because they are rough. In an assortment of No. 2 barrels it is easy to pick out those made of the Union Stave Co. stock, because they are bright and clean, and have only been classed as No. 2 because they are a little too rough for the No. 1 grade. That is the reason this stock is so popular, and, other things being equal, is given the preference by purchasers.

The Export Trade

Business in the export line is not very active, but the Massman Co., exporters, is said to be getting a fair share of what trade is to be had.

United Kingdom Consumes a Volume of Tight Staves

The big countries that used to buy such vast quantities of tight staves here are now practically out of the running, with the possible exception of the United Kingdom, which took one and one-half million tight staves through this port recently—a pretty fair shipment for a business supposed to be dormant, if not dead. A few smaller shipments in this line have been made recently to various out-of-the-way countries that you could scarcely find on the map and where you would not expect to sell anything.

Slack Stave Export Business Is Small

The countries that once bought large quantities of slack staves now buy an occasional carlot, probably as souvenirs to remind them of the good business they used to do before cutting each others' throats became their favorite outdoor sport. Even the United Kingdom, where they still have some money, and Cuba, our good neighbor and good customer, have only taken one carload each in recent weeks.

Mexico Takes 125,000 Sets of Slack Heading

Some slack heading is being exported, but the only shipment of more than a carlot that has gone out recently was to Mexico and consisted of 125,000 sets—a pretty fair order for dull times.

The Filled Barrel Trade with Foreign Countries

Most of the made-up barrels now being sent to neighboring countries go out filled. We buy large quantities of fruits and vegetables from Cuba, Central America and Mexico, and in return ship them large lots of potatoes and beans. The beans, the staff of life in Spanish America, are shipped in sacks, but the potatoes go out in ventilated barrels, which makes the potato-barrel trade pretty good. The barrel that goes abroad filled with potatoes often comes back to its native land filled with tropic fruits or vegetables, and it not only stands the round trip voyage very well, but will still sell for 20 cents when emptied.

"How Come," Mr. Fish Man?

A good many fish barrels are now being used, and the people who sell these barrels have gone up against something new. Some fish shippers use boxes only, declaring that the fish are in better contact with the ice when shipped in a box than when a barrel is used. Even those who use barrels insist that these packages are open to the objection that they do not give the fish proper contact with the ice. The men who raise these objections do not seem to be able to explain what they are talking about, or to show the cooper "how come." If Einstein, or some other lucid writer, will clear up this difficulty there are many Gulf Coast coopers who will appreciate the favor.

THE CONSUMPTION OF TURPENTINE AND ROSIN

The Bureau of Chemistry, United States Department of Agriculture, has compiled from reports made by individual users the total quantities of turpentine and rosin used during the years 1922 and 1923 by certain industries. The totals used in the United States as reported to and compiled by the Bureau of Chemistry were, for 1922: Turpentine, 174,376 50-gallon barrels; rosin, 754,927 barrels of 500 pounds each. For 1923: 134,096 50-gallon barrels of turpentine and 902,010 500-pound barrels of rosin.

Louisville Reports Tight Cooperage Trade Expects Much from Cottonseed Oil This Year. Comments on Former Distillery Business

In reporting this month for THE JOURNAL, it comes forcibly to mind that late November and early December in the good old days represented the opening of the over-winter distilling period in Kentucky, when practically all distilleries were running, and when cooperage plants were very busy. In fact, it was an all-year business in those days, with the winter period the busiest. Today there is very little winter business.

Much is expected of cottonseed oil this year in the tight cooperage trade, but, naturally, Memphis plants will get the bulk of that business, although local cottonseed oil refineries use some packages.

Potato Crop Falls Off

The second crop of potatoes in the Louisville district was a dismal failure, not making over 30 to 40 per cent. of normal, there having been relatively few offered on the market and no large demand has developed for packages.

Early Rainfall Plays Havoc with Logging

Two months of rainfall in the South and Central West, coming two or three months ahead of schedule, has played havoc with the logging and milling industries. Lumber and cooperage stock plants in the South have been down in numbers and some of the old timers claim that in some of the southern bottoms logging will not be possible until next June, unless there is a very dry winter and spring. Some of the lumber people are now talking about using skidders and tractors in snaking out logs, but that is an expensive and slow proposition in heavy going. Lumber has started advancing rapidly and plain red gum in inch stock is quoted at around $110 in f. a. s., while oak items are also firmer.

Due to advance in lumber and short production of all forest products, such concerns as have staves and heading in hand, have started advancing quotations sharply and it is reported that there really is not much stuff being offered, as some holders figure that under existing conditions stock will be very scarce and much higher before there is any considerable offering of new production. Some of the stave companies with a number of mills are operating only 20 to 25 per cent., or less, and many are down entirely.

The Tight Stock Price Market

Red oak oil staves are reported quoted at $45 to $47.50, and actual sales have been reported at $40 and beyond. White oak oil staves are alleged to have advanced to around $55 and up to $60 a thousand, with wine staves at $90 to $95; the two latter items being about $10 a thousand higher than a month ago on quotations, but whether many sales are being made at the prices quoted is a question. No quotations have been heard on gum staves, which at last report were around $34 to $35, but probably higher today, as gum timber is advancing, and it would be more profitable to cut lumber. Red oak circled heading is reported at around 37 to 38 cents a set; and white oak, 39 to 40 cents; gum heads at last reports being $32, but are probably around $35 at this reporting.

Quotations on Slack Stock Difficult to Obtain

Slack stave and heading prices are not available here at the present time, but reports indicate that staves, heading and hoops were fairly well cleaned up in the larger markets by the apple barrel demand, and indications are that higher prices will prevail.

With the material market higher and no prospects for any cheap material for some months to come, the outlook is for higher prices on cooperage, as barrel and keg producers will figure to take a profit on material in hand. They will figure replacement values and the fact that some of it went on their yards at prices the equal of today's market.

Tight Barrel Manufacturers Have Had Good Season

The tight barrel business has been very fair over the month. Kegs have slumped off somewhat, but barrels have been holding up. Present production is considerably below that of September, and, in fact, smaller than that of October, but, taken as a whole, the trade has experienced a very fair volume of business over the fall season.

Poultry Demand Increases Slack Barrel Trade

The slack barrel demand has picked up a little as a result of the turkey and dressed poultry shippers getting busy with their fall demand, and improved demand from Florida and southern markets for local poultry. There has been a fair flour demand, a little potato demand and some apple barrel business.

Slack barrel prices here show flour at 80 to 90 cents; produce, 65 to 75 cents; including car and less than car orders, the range covering the difference on sizes of orders placed.

Tight Barrel Market Holds Steady

In tight packages prices haven't been advanced as yet, but are due to advance. Some tight barrels in red oak can be had at around $2.50 to $2.60 in quantities; white oak, $2.65; spirit, $4 to $4.50, and charred spirit, $4.50 to $5. Gum barrels are around $2.35 in standard sizes and $1.40 in 30-gallon.

The table of local prices which follows is based on less than car purchases, but can be shaded on quantity buying:

Gals.	Red Oak	White Oak	Spirit	Charred Spirit
1	$ .70	$ .75	$1.00	$1.15
2	.75	.85	1.10	1.25
3	.85	.95	1.25	1.40
5	1.00	1.10	1.90	2.00
10	1.35	1.50	2.10	2.30
15	1.55	1.65	2.40	2.60
20	1.70	1.75	2.80	3.00
25	2.00	2.10	3.15	3.35
30	2.15	2.25	3.25	3.65
45	2.65	2.75	4.25	4.65
50	2.75	2.85	4.25	4.65

Apropos of New Workers in the Cooperage Trade

Slow business, unattractive prices, and not especially good wages to coopers, over the past few years, have resulted in practically no young men learning the cooperage business, that is, from the standpoint of a cooper who makes packages. The consequence is that the day is not so far off when local workers will be getting pretty old, and when the number will be gradually reduced. Just where a new supply of labor is going to come from is a question. There are fewer cooperage plants here than at any previous time, but there doesn't appear to be any surplus labor available.

Where Was the Wooden Barrel?

The National Petroleum Markets Association, composed principally of independent jobbers, met in Louisville, November 17th to 19th, for a three-day conference. Officers were re-elected. Plans were discussed for a big co-operative refinery, to which fund over one million dollars has been subscribed. The proposed plant will be either at the Mississippi River or west of that line, according to present indications, East St. Louis having been mentioned. Some metal packages were shown in the exhibits, but THE JOURNAL'S correspondent was unable to locate any wooden package displays.

J. H. Townsend Speaks on Production Conditions

W. N. Willis, of the Chess & Wymond Co., completed his year as president of the Louisville Hardwood Club on November 17th. At the annual meeting, J. H. Townsend, of the Southern Hardwood Traffic Association and Hardwood Manufacturers' Institute, was the principal speaker, and made an excellent talk on production conditions in the South, where water has everything at a standstill, even in districts seldom affected. He stated that the Mississippi River at Memphis was up to the danger line already, and levee work had started to keep the stream in the channel.

Trade Notes of Special Interest

J. N. White, of the Louisville Cooperage Co., reported that production of raw material was practically at a standstill on account of high water through the South, far ahead of the usual time. Mr. White stated that as a rule not much water is experienced before January or February, but this year trouble started in October. Discussing business conditions he remarked that with material advancing there was an advance in finished packages due to come before long. Mr. White reported very fair business on tight packages, and stated that slack business had been better than it was, but that the company had definitely decided to produce slack barrels by hand, and not install machinery for production, as conditions here and demand do not warrant the expense.

It is reported that the Graham Stave and Heading Co., one of the allied interests of the Chess & Wymond interests, has been practically down in the South, company mills having produced very little material over the past six weeks or so.

NATIONAL FARMERS' UNION CONSIDERS PROBLEMS FACING INDUSTRY

Various major problems confronting the farmers of America have been referred to as many committees by C. S. Barrett, president of the National Farmers' Union, which held its annual sessions at Michell, S. D., during November, with instructions to report later.

The problems are: Fire insurance, life insurance, grain marketing, freight rates, legislation on banking, marketing, education, live stock, inland waterways, co-relation of co-operative associations, cost of production and credit associations.

Tariff Important Problem

A. C. Davis, national secretary, in his report declared that one of the great problems the farmers must solve hinges on the tariff.

"Farmers are learning," he said, "that the tariff functions admirably for commercial interests, but as applied to agriculture is a huge joke. The great wall we have erected along our borders, and in front of which the farmer sells his products and behind which he buys, is a sore spot, but the control by the business interests of agriculture is repugnant.

Would Level High Points

"Such a combination of co-operative interests among farmers as would lift their industry, without governmental interference, to the top of the wall would be proper. Such a situation does not seem possible; therefore, the better plan may be to direct our efforts toward leveling the excessive high points which keep the farmers' dollars low in the scale of buying value."

The national convention of the Farmers' Union went on record today as opposed to direct shipment from live stock producers to the packing plants and recommended governmental control of assembly points, patterned after the present Federal control at the stockyards.

LARGEST FLOUR SHIPMENT

The Dixie Special No. 2, with two sections comprising 129 cars—the largest flour shipment in the history of American railroads—left Coffeyville, Kansas, November 19th, for Arkansas. The second section was of 111 cars, seven cars larger than that of Dixie Special No. 1, which included 104 cars. All the flour was made from Kansas wheat. Some of the flour will be exported to the Netherlands and Belgium.

SEEKS TO CONTROL CORN PRICES

According to report from Omaha, under date of November 16th, it is not credit that is worrying the farmers of Iowa, but the low price of corn, farmers and bankers of that State told D. P. Hogan, president of the Omaha Federal Land Bank and the Omaha Federal Intermediate Credit Bank, in a trip Mr. Hogan has just made through that State. In only one section did Mr. Hogan find the situation acute. That was in northwestern Iowa.

"Iowa farmers are discontented with the price of corn. Bankers and farmers both say it is not 'credit,' but 'what we are to get for our corn' that is worrying Iowa." says Mr. Hogan.

"Farmers in northwestern Iowa want what they term an 'American' price for their corn. They want the same price paid for other products, such as manufactured goods and labor."

At Storm Lake a meeting was held with 100 bankers. It was decided to organize in an effort to control the price of this year's corn. The demand for loans is expected for the corn raised this season by Mr. Hogan, and the Intermediate Bank is ready for it.

COOPERAGE COMPANY OPENS NEW PLANT

A new cooperage plant has been started at Hannibal, Mo., by the Charles Wunderlich Cooperage Co., St. Louis, Mo. Mr. Wunderlich, head of the company, states that the output of the new plant will be 10,000 barrels per day from the start and that this may be later increased to 20,000 output, with additional increases as fast as business warrants.

APPLE CROP SMALLER THAN EXPECTED

BOONE MILL MANUFACTURING CO., BOONE MILL, VA.—We only manufacture barrels for apples for the local trade. We will not make as many barrels this year as last on account of there not being as large a fruit crop.

COOPERAGE TRADE FAIR IN VANCOUVER

CANADIAN WESTERN COOPERAGE CO, LTD., M. P. SWEENEY, VANCOUVER, B. C.—Reporting on trade conditions, will say that present business is fair, with future prospects the same. We could handle much more business if it was available.

BUFFALO COOPERAGE MARKET

The flour barrel demand is not as active as a few weeks ago, though there is a fair amount of it and the mills expected to have good export shipments to make for several months ahead. Many orders are on the books of the millers but new business is not coming in, it is said, in any large quantity. The percentage of flour going into barrels is, of course, not very big, but it is enough to give the coopers considerable work.

Unpicked Apples Suffer from Freezing Weather

The apple crop has suffered from freezing weather and the temperature in the fruit belt dropped to 20 degrees or lower during the last days of October, while some snow has fallen since on several occasions. This has been quite an unusual state of affairs. Farmers who had many apples still unpicked suffered losses from badly frozen fruit.

Harvested Crop Is of High Quality

While admitting that frost damage has occurred in some places, the State-federal report estimates that New York's crop of apples will be 28,520,000 bushels this year, as compared with 23,800,000 bushels last year. The commercial crop is estimated at 5,397,000 barrels, as against 3,738,000 barrels in 1924. The apples are of high quality this year and the percentage of winter apples suitable for packing as A grade is put at 59 per cent.

Apple Picking Record Claims

The question of how many apples a man can pick in a day has long been a matter of interest, as well of some dispute, in the fruit sections. Lou Jacobs, of Nelson Township, Halton County, Ontario, has picked 44 barrels of apples in nine hours and claims the championship of his county. These figures seem large to the uninitiated, but W. J. Eagleson, a resident of Toronto, says that 20 years ago two pickers in the Colborne-Castleton district picked 100 or 101 barrels in a day, and possibly under less favorable circumstances. Mr. Eagleson further says:

"On October 23, 1908, a gang of eight men, of which I was foreman, picked and packed for storage in the orchard of Thomas Davidson, Hamilton Township, near Cobourg, 240 barrels of apples, six of the men doing the picking. I, myself, tailed the barrels (lightly for storage only), headed and lined one end of each barrel and part of the nailing on the other end as well. The other man placed the barrels and racking planks and did part of the nailing. These six pickers averaged 40 barrels each, cleaning the orchard as they went."

It hardly seems possible that the apple-picking trophy will be allowed to go to Canada unchallenged, so, perhaps, the rapid apple pickers of western New York will furnish data as to their prowess in the orchards.

Barrel Makers Are Also Speedy Workers

Some of the employees of cooperage shops in the apple territory can also give examples of speedy work. A report from Orleans County says that a cooper in one shop there averaged 155 barrels a day. For these he was paid 20 cents each, or $31 a day and $186 a week. Steady work at such wages would soon make a man independent, but, unfortunately, the fruit barrel season is short. It was shorter than usual this year, because growers were late in placing their orders, and some of them had to go a long distance for barrels as a consequence of their dilatoriness.

The Stock Price Market

High prices on hoops have been the feature of the slack cooperage market during the past month. The advance has been unusually large and is said to have been due to wet weather, the mills having few dry hoops on hand. Quotations on November 20th were as follows: Five-foot six-inch hoops, $18.50 to $19; six-foot hoops, $19.50 to $20; six-foot nine-inch hoops, $20.50 to $21; No. 1 17⅛-inch basswood heading, 15 to 15½ cents; No. 1 28¼-inch staves, $15 to $15.50; No. 1 30-inch staves, $15 to $15.50.

The Question of Stock Supply

Coopers are not buying any stock to speak of at this time, owing to the fact that the season's business is practically closed. It is not believed that the shops will carry over much stock this year. They did not buy heavily early in the season and some ran out of stock because of numerous belated orders for apple barrels.

The Quaker City Cooperage Co. calls flour-barrel business fair, with a good outlook for the remainder of the year.

W. K. Jackson, of Jackson & Tindle, has returned from a week's business and pleasure trip to New York and Washington.

FIRST ESSENTIALS IN MARKETING APPLES

R. R. Pailthorp, marketing specialist of the United States Department of Agriculture, Washington, recently had the following to say concerning the marketing of apples:

"The first essential in marketing apples is the production of high-grade fruit, which is accomplished by practicing proper cultural methods. After the crop has been grown, the following facts and suggestions should be given careful consideration if growers are to secure the maximum returns for their fruit:

"Pick at the right time. Too early picking is at the expense of size and color. Picking too late impairs shipping and keeping quality, and increases loss by blowing off or freezing. At the picking stage the 'ground color,' which is green when the fruit is immature, begins to whiten, the apple usually shows bright attractive color, separates easily from the twig, and the seeds are ripening, as shown by their darker color.

Bruised Apples Impair Market Quality

"Handle apples carefully. Every badly bruised apple is a cull. Small bruises impair the market quality of the apples.

"Careful supervision of the picking and packing crews is essential. Lack of proper supervision often results in heavy losses from bruised and punctured apples.

"Provide comfortable living quarters for the extra help needed at harvest. Employees do not work efficiently unless comfortably housed and well fed.

"Supply good and adequate picking equipment for the harvesting crew. Old, rickety ladders and dilapidated picking receptacles do not contribute to efficient work.

Well Equipped Packing Houses Recommended

"Well equipped and properly designed packing houses are recommended. Packing under cover is especially desirable where unfavorable weather conditions generally prevail during the harvest. Enough packing equipment, so as to avoid unnecessary handling of the fruit, should be provided. An abundance of light in the packing room is necessary for good work. Sizing machinery and other labor-saving devices can not be used to advantage in the open. The efficient organization of labor is simplified by having all the work done in one place.

"Sizing machines should be selected with care. Machines should be durable, simple in design, moderately accurate, have ample capacity and be free from any devices that will unduly bruise the fruit.

"Mechanical conveyors are necessary in packing houses for economical handling of the fruit. When the fruit is to be carried from one point to another within the house, conveyors will handle the fruit with less labor expense.

Don't "Plug" Your Barrels

"Grade your fruit carefully. Don't 'plug' your barrels. Failure to grade uniformly for defects, color and sizing are often weak points in preparation of barreled and basket stock. Such failure reflects later in poor prices.

"Pack according to standard grades which are familiar to the trade. By shipping apples which comply with the grade marked on the package, the growers gain the confidence of the trade and consumer.

"Face the barrel or basket. The trade expects an attractive pack. The better colored apples of fairly uniform sizes are used for 'facers,' but the general quality and size should conform to the grade of the remainder of the package.

"Rack" Barrel to Insure Tight Pack

"'Rack' the barrel to insure a tight pack. The barrel should be racked by rocking back and forth in a sharp, jerky manner after the first bushel is poured in upon the face, and once again as each half bushel is added, until properly filled for heading.

"'Tail' the barrel to prevent undue bruising. Before pressing the head into place it is important to level the apples on the 'tail,' so that pressure will be distributed equally.

"Use corrugated pads to reduce amount of bruising caused by pressing the head into place.

"Use a strong, well made barrel press. A screw press is superior to a lever press, as it enables the packer to head the barrel with a minimum of bruising.

"Haul the fruit with minimum amount of damage. Wagons should be equipped with springs and packed barrels hauled on their sides."

WHY "THE JOURNAL" SERVES THE COOPERAGE TRADE SO WELL

Pomona, N. Y., November 14. 1925.

Editor, "The National Coopers' Journal:"

I want to compliment you on your paper. "The Journal" surely carries more important items regarding our line than the so-called fruit papers, all of which we subscribe to. I enclose check to cover one year's subscription.

Kindly advise what part of the year would it be advisable to purchase apple barrels at the lowest market price. Also, what is the name of the barrel association which has offices at St. Louis, Mo.

Thanking you in advance, I am

Yours truly,
R. T. MILLER,
Dorion Miller Orchards.

During its forty-one years of service in the cooperage field "The Journal" has given the most untiring attention to every allied line that is a direct trade outlet for the cooperage and cooperage stock manufacturer, tight and slack. That is why "JOURNAL" ADVERTISING is such an invaluable asset to the stock manufacturer and barrel man. "The Journal" knows their buying markets and it reaches them.

ARE BARRELING TEN THOUSAND GALLONS OF CIDER DAILY

The cider plant of Jones Brothers, Redlands, Calif., is reported to be producing about 10,000 gallons each day during the season. The cider is being barreled and put into a refrigeration plant at a temperature of about 33 degrees a few minutes after pressing. In all probability about 150,000 gallons of cider will be made at the plant this season and about the same amount of cider vinegar. It is expected that about 2,000 tons of apples will be used during the season. The apples come from Yucaipa, Oakglen and Beaumont Counties.

PACKERS WILL STANDARDIZE CONTAINERS

Report has it that the meat packing industry expects to effect a saving of hundreds of thousands of dollars in the next 10 years by standardizing equipment and supplies.

Oscar G. Mayer, president of the Institute of American Meat Packers, Chicago, announces that the first steps in the industry's program as recommended by the institute's department of packing-house practice would be to standardize lard cans, lard crates and all containers.

In the work accomplished so far, sizes and styles of cartons have been reduced from 805 to 26. The saving, Mr. Mayer said, will be passed on to the producer of live stock and the consumer.

CHEMICAL BUYING HEAVY

Announcements of contract prices for many chemicals, as made during the last month, have been followed by a heavy buying movement. Consuming industries have shown a willingness to anticipate requirements for next year and already orders for deferred deliveries have taken on a volume which insures a large distribution of heavy chemicals over all of 1926, *Chemical and Metallurgical Engineering*, of November, reports.

Call for prompt and nearby shipments also has been on an increasing scale. In the last quarter of this year the movement of chemicals will show an increase of approximately 10 per cent., compared with the same period a year ago.

BUSINESS PROSPECTS INSURE CAPACITY RUNNING FOR MANY MONTHS

COOS VENEER & BOX CO., BENJ. OSTLIND, PRESIDENT AND GENERAL MANAGER, MARSHFIELD, OREGON.—Our business is very good at the present moment, and we have reason to believe that we will be running to capacity for at least six or seven months ahead. Our product is, of course, a specialty, being Port Orford cedar for battery separators, and the automobile business is our guiding star in forecasting future conditions.

COOPERS FLAG BUSINESS LOOKS GOOD

P. T. CASEY, SENECA FALLS, N. Y.—Advising as to present trade conditions and future prospects, want to say that inquiries are coming in freely right now, and I look for good business for some time to come. We have only about a half of a flag crop this season, and the price is under cost.

BUSY MAKING APPLE BARRELS

The Niagara Cooperage Co., Lockport, N. Y., reports quite a busy period of several weeks turning out apple barrels.

THE NATIONAL COOPERS' JOURNAL

Devoted Exclusively to the Cooperage Industry

Published Monthly
Home Office, 601 Witherspoon Building, Philadelphia
M. E. Doane, Editor-Manager
J. E. MacDonald, Associate Editor

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The receipt of the first paper after subscription is evidence that order has been received at this office. No other receipt will be sent unless requested.

ADVERTISING

Advertising of a suitable character will be admitted to our columns at reasonable rates. A card giving rates will be sent on application.

REMITTANCES

Remittance may be made by draft, postal order, money order or check to the order of "The National Coopers' Journal."

CORRESPONDENCE

The columns of The National Coopers' Journal are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

Our readers will oblige us, when writing to parties advertising in our paper, if they will state that they saw it in the advertisement in "The National Coopers' Journal." This is little trouble, and costs nothing, but it helps us and is information wanted by advertisers.

TRADE PROSPERITY LIES AHEAD

Every business man who is at all alive, not only to present conditions, but who can figure future prospects in even a very limited way, knows that a thriving era of trade activity is at hand, both in our own country and throughout the entire world as well, with the coming year 1926 giving assurance of being one of the most prosperous that has been experienced in some time.

From all manufacturing sources and industrial lines come such encouraging reports of improved and stabilized trade conditions that one wonders if there will be found, within the next month, a single business man in any line who has not planned to concentrate on "intensive cultivation of business" to the end of securing a capacity share in the trade prosperity that the new year just dawning has in store.

The cooperage industry as a whole is going to feel the beneficial effects of the fine increase in trade which improved business conditions will bring. This means that every alert cooperage and cooperage stock manufacturer, new and second-hand, tight and slack, is slated to enjoy a large, steady and long run of business at profitable prices.

In this fact THE JOURNAL rejoices exceedingly, knowing what its manufacturing friends have been "up against" for some time, and as we wish each and every one of our host of friends throughout the entire cooperage industry a Merry, Merry Christmas our wish goes forward securely bound with the earnest desire and hope that 1926 will shower upon one and all a "filled-full, heaped-up, pressed-down and running-over" measure of business success and trade prosperity.

BUSINESS ETHICS

If there was ever a time when unethical business practices of any kind, by any individual, firm, corporation, industry or trade, for any purpose or to any end, were taboo, it is the present.

The intelligent, and especially the modernly informed business man, knows that the shifting sands of unfair trade tactics never have laid and never will lay a secure and lasting foundation upon which a business can be founded that will prosper and live.

Any apparent success obtained, other than by legitimate business efforts where every transaction is carried through with honesty, truth and a sincere desire for mutual benefits, will only be transitory. And there is no mock sentiment in the foregoing.

The business man of today has not only learned, but has proved, that the Golden Rule is an inviolate law, the reaction of which is as devastating in its non-observance as it is wonderfully beneficial in its observance. That is why it is only the foolhardy, or as yet unawakened, who attacks his competitor or his competitor's product.

It is a logical and true conjecture that you can always accurately and justly estimate not only the man himself but his business or his project by what he says of "the other fellow" and how he says it.

In these hustling days of business and trade activity each and every one is entitled to "blow his own horn" as loudly and as consistently as he can, but no one can or will win out who deliberately misrepresents or otherwise sets about to injure his competing fellowman or his line of manufacture.

No individual, firm, corporation, trade or industry can successfully build on another's foundation nor usurp a place in the business sun which they have not worthily won, and the fundamental laws of this living and working universe are too well understood these days for any but the most unwise to act in defiance of them.

Therefore, whether in substitute container campaigns against the wooden barrel, or in any other line of endeavor, unfair methods, engendered by questionable motives, can only, in the long run, fail of their own volition.

"THE JOURNAL" SUGGESTS

That no one fails to read, not only once or twice, but many times, the remarks of C. M. Van Aken in this issue on the cooperage trade, what its members have predicted and how the industry has actually developed during the years that have been.

It is good to have such a strong and revealing light as Mr. Van Aken supplies focused on the cooperage trade right at this time, as it may arouse in many the feeling that they have not always played fair or dealt justly, in their predictions, with their inudstry.

THE JOURNAL has never waivered in its faith or loyalty to the cooperage industry since it was established in 1885. We have ever proclaimed that our trade was of that timber and permanency that could and would weather successfully every change which the passing years brought in the manufacturing and service life of the country.

After our many years of labor in our chosen field we still hold high the banner of the wooden barrel trade, with the expressed belief that there are more wonderfully successful business years ahead of the cooperage industry than the past has ever yielded, but—and herein lies the vital difference between the "then and now" of our trade existence—in the years that were, business flowed easily to the cooperage man; in these days of intensive competition, all interested in the wooden barrel must work co-operatively to hold and increase their trade supremacy. It can be done! The cooperage industry is large enough and rich enough to magnificently protect its trade interests. Pride in one's trade is a splendid virtue which never fails to render full value received. THE JOURNAL has long since proved the truth of this assertion and we feel positive that there are hundreds of members of the cooperage industry who have done likewise.

Take your own survey of the trade horizon, Mr. Cooperage Man, past and present, and see if your industry has not "carried on" at all times. Such a survey should prove stimulating and encouraging to an amazing degree.

BUSINESS MEN LESS INTERESTED IN MORE STATISTICS THAN IN SIMPLIFICATION OF THOSE ALREADY AVAILABLE

The United States Supreme Court having by its recent decisions removed much of the uncertainty regarding the legality of the collection of statistics by trade associations, business is considering what statistics it should collect.

According to various indications, American business men are less interested in more statistics than in the simplification of statistics already available. In other words, most of the statistics have been made for statisticians. They might be very good as statistics go, but they are of doubtful value to business.

The Department of Manufacture of the Chamber of Commerce of the United States, co-operating with manufacturers in various trades, is making survey for the purpose of ascertaining what statistics are of the greatest practical value not only to the manufacturer, but to the wholesaler, the retailer and the consumer. The object is the gathering of better, not more, statistics.

As a starting point it is proposed that the various trades collect figures on production, sales, stocks on hand and other fundamental factors, which will indicate whether business is speeding up or slowing down and which will disclose whether supply is keeping up with or outrunning demand.

NEW USERS OF THE WOODEN BARREL BEING STEADILY DEVELOPED, WHILE OLD LINES ARE USING INCREASED QUANTITIES —SAYS C. M. VAN AKEN

The upward change in the cooperage situation, which started last month, has continued throughout this. It is strange how we will feel that the barrel has become almost obsolete during a temporary curtailment of the demand for cooperage and how quickly we will change our opinion to one where we seem to consider that no package is quite as essential as the barrel when the demand for cooperage comes back again.

It is very easy for us to lose sight of the fact that a slight over-production will retard buying, making the over-production seem greater than it is and a slight under-production will stimulate buying, making the scarcity seem greater than it is, but while we are sailing in the clouds or groveling in the mire of despair, the barrel users are going right along either buying or making a normal supply. Of course, it is obvious that at times a concern or concerns will drop away from barrels, never to return, but it is also plainly to be seen that new uses are being found for barrels and increased quantities of them are being used by old lines of trade. What I have in mind particularly is the increased use of barrels for fruit and produce.

Forty years ago cooperage people were talking about timber scarcity and barrel substitutes and advising young men to start in some line of business other than cooperage. In fact, the writer was one of those young men. Still, during the last forty years, we have managed to get enough cooperage material to make barrels and have been able to retain enough barrel business to consume them. Of course, there have been many changes, such as the changing from racked and shaved round hoops to sawn coiled hoops and then to cut coiled hoops; in the heading business from basswood to hardwood, gum and pine; in the stave business from elm and red oak to hardwood, gum and pine. If a scarcity appeared in one class of timber, another timber was developed to take its place. While these changes have been going on at the cooperage manufacturing end of the business, changes have also been taking place at the barrel end. The substitutes which they were talking about forty years ago have been making inroads in the barrel consumption. These substitutes are legion, substitutes that the people of forty years ago never dreamed of, but, as has been pointed out, there are still enough people using barrels to keep the mill men guessing as to a timber supply to furnish the cooperage material, and if we take care of the business in a businesslike way, there is no doubt that we can continue in the cooperage business for many years to come.

There is very little to be said about this month's cooperage business that is not already known. By having two orders on hand with one car to fill them, some of the mills just now are sailing pretty well up in the clouds, and when they drop back to earth someone is apt to get hurt, for a sudden flight up is apt to result in a sudden drop down. An advance in price over that of last summer is justifiable, but we must not lose sight of the fact that sudden and radical changes in price, either upward or downward, are far from beneficial to the cooperage trade.

SUGAR, FLOUR, SALT AND GENERAL LINES ARE AFFORDING GOOD BARREL DEMAND, SAYS JAMES INNES

The heavy frost in the early part of November curtailed the demand for apple barrel stock very unexpectedly. The growers who had picked their apples and taken them to a central packing house for barreling, are still using barrels, but the growers who did not have their apples picked got them badly frozen, and are not using any more barrels. In fact, there will be more or less apple barrel stock carried over to next season on this account.

The letting up on the demand for apple barrel stock, however, has been more than counterbalanced by the demand for sugar, flour, salt, and stock for general use, which has been very good during the whole of November.

The continuous wet weather has affected the production of stock in the South, and has also thrown a lot of mildewed stock on the market, which is not suitable for the higher-grade barrels containing foodstuffs, and will have to be used for other purposes. In the North the woods are in bad shape on account of the continuous wet weather, and the almost constant rains have prevented any woods operations. This will no doubt curtail the output of barrels this winter.

Prices are fluctuating, but, on the whole, are higher than they were a month ago. The general opinion among the manufacturers is that higher prices will have to be obtained, on account of the extra cost in manufacturing, and the waste from mildewed stock. If the present weather continues No. 1 staves are liable to be pretty scarce this winter; also good No. 2's for barrels containing foodstuffs.

Hoops are a little easier, while staves and heading are firm. Present prices—or higher prices—are the prospect for the winter.

There is quite a little Canadian stock at the mills still looking for a market; especially No. 1 30-inch elm staves, and short staves 14½ inches to 24 inches long. Outside of these the mills are fairly well cleaned up.

RULING ON HOOPS BY I. C. C.

The Interstate Commerce Commission has amended the regulations for transportation of explosives and other dangerous articles by freight. In the matter of hoops on wooden barrels and tight kegs, paragraph 3 of shipping container specification number 10 is cancelled by recent order, and the following adopted in its place:

The head hoops must be not less in width or gauge than those specified in paragraph 15 of specification number 9 for bilge hoops. Six-hoop container with special center hoop of same width and gauge as bilge hoops is authorized in place of the eight-hoop container, if timbers are thoroughly kiln dried and the center hoop is driven tightly into place immediately before shipment.

Effective until June 1, 1926, 10-hoop 50-gallon container is authorized in place of the 8-hoop 50-gallon container, if head and bilge hoops are not less than 17 gauge and 1¼ inches in width, and all other hoops are not less than 18 gauge and 1⅞ inches in width.

COURSE IN KILN DRYING

The U. S. Forest Products Laboratory, Madison, Wis., announces that the next instructional short course in kiln drying of lumber will be given at the laboratory from January 18th to 29th, inclusive. Seven courses in this subject have been conducted by members of the laboratory staff during the current year—three at the laboratory and four in the South, the latter having been given in co-operation with various State departments of education. Total enrollments, including those of the present year, have passed the 500 mark. Plans for next year contemplate three classes at the laboratory—one in January, another in April and the third in September.

The short courses in gluing of wood, and boxing and crating, will not be presented this winter, but instruction in the two subjects will be repeated in the spring.

Applications for the January kiln-drying course should be addressed to the director of the laboratory.

CENSUS REPORT COVERING STAVES AND HEADING

The Bureau of the Census has just published a detailed report on the lumber industry of the United States for the year 1923. It shows in tabulated form the production of lumber by kinds of wood and by States; distribution of lumber by States; production of lath, shingles, staves and heading; and wood consumed in the manufacture of veneers by species and States. Statistics are also shown for Alaska. The sections on planing mills and packing boxes tabulate wage earners, size of establishments, etc. This report appears under the title, "The Principal Lumber Industries; Lumber and Timber Products, Planing Mills, Wooden Packing Boxes," and may be obtained for 10 cents from the Superintendent of Documents, Government Printing Office, Washington.

NEW MILL NEARLY COMPLETED

The W. T. Smith Lumber Company has practically completed the building of its new sawmill plant at Chapman, Ala., to replace the one destroyed by fire last spring. The new mill is equipped with a circular saw, band resaw and rift edger. The W. T. Smith Lumber Company has a monthly capacity of nearly 8,000,000 feet of both pine and hardwoods, which include their large output of kiln-dried pine and gum heading.

BUYS STAVE PLANT

The Allen Cooperage Co., Monette, Ark., one of the largest stave concerns in the State, has purchased the plant and equipment of the Keich Manufacturing Co.

We are Broadcasting—
"Trade Prosperity and Business Success for 1926"
——Tune In

ELEVEN-YEAR-OLD CHESTNUTS SHOW RESISTANCE TO BLIGHT

The native "spreading chestnut tree" is apparently doomed to extinction. Three-quarters of the stand of this great tree in America is now heavily infected by the blight, and the remainder is fast becoming diseased. Investigations now in progress are expected to show by the first of next year approximately how many years it will take to kill the remaining chestnuts.

The passing of the chestnut is of grave concern to many industries, included among which is the cooperage trade. Foreseeing the impending disaster, however, the United States Department of Agriculture some years ago sought to discover in China, the probable native home of the chestnut blight, some species of chestnut resistant, if not immune, to the disease. In this the department was successful to a certain degree. Several large consignments of nuts from resistant trees were brought from China and many trees grown and distributed. Some of these trees were established in an orchard at Bell, Md., during the time when the disease was making its greatest inroads on the native chestnut stand in the surrounding country.

The chestnut orchard at Bell, Md., has now been growing for more than 11 years and shows a high state of resistance to the blight. From nuts harvested in this orchard and from some recent large importations of seed direct from China the department is growing at the Bell Plant Introduction Garden several thousand little trees which it plans to eventually distribute to co-operators who are in position to plant and care for one-fourth to one acre of the trees. The imported resisiant species, or Chinese hairy chestnut, now being grown at the Bell Garden is suitable for cultivation in orchards in the same manner, for instance, as peach or other fruit trees. It is hoped that these small orchards may prove a source of local seed supply. The nuts are of fine flavor, good size, and closely resemble our native chestnut. The trees come into bearing when six or seven years old.

ANOTHER AID FOR FORESTRY

It is reported that bankers of Louisiana, in lending money on timber lands in that State, insert the following clause in mortgages given as security for loans:

"The mortgagor does hereby further bind himself to put his waste or idle lands not suitable to agriculture to trees and to protect all forest trees and tree seedlings growing on any of the above described lands, and he further pledges that fires or other destructive agencies will be prevented wherever possible."

A stipulation of this kind in a mortgage is, of course, designed to promote forest protection and reforestation. What is needed in addition is a form of forest fire insurance within reach of the timber owner that shall repay him for fire losses in the woods as well as at the mill.

TAMPA, FLORIDA, WILL HAVE $5,000,000 CEMENT PLANT

With the announcement that a site has been selected at Hooker's Point, on Hillsborough Bay, in Tampa, Fla., for the construction of a $5,000,000 cement plant by the Cowhan Engineering Co., of Chicago, for the Florida Portland Cement Co., it is now stated that construction work will begin within 30 days.

The plant will have an annual capacity of 1,500,000 barrels, and will have excellent rail service and be able to load directly into boats for coastwise and export shipments. It is the purpose of the company to build immediately concrete silos of 200,000 barrels capacity for cement storage, with provision for doubling this capacity as distribution warrants.

The Florida Portland Cement Co. has been organized with John L. Senior, of Chicago, as its president.

COOPERAGE EXPORTS SHOW A MILLION INCREASE OVER LAST YEAR

According to Commerce Reports of October 12th, covering export trade, the September trade made practically no change in the rate of the export movement of manufactured items. Cooperage exports for the nine months, however, stood at $8,151,932, an increase of over $1,000,000 over last year.

THE MARKET FOR STAVES IN VALENCIA

The Valencia market for American oak staves, writes Vice-consul Manuel J. Coloner, from Valencia, Spain, under date of September 23d, will probably continue stationary for some time, inasmuch as there are no present indications portending any great activity in the exportation of wine.

The shipment of wine from this district—especially to France and Switzerland—continues almost paralyzed, to the extent that viticulturists, in order to avoid losses, distill the wine in order to obtain alcohol, for which the demand is rather good.

However, during the last two months considerable quantities of wine have been exported to Germany in anticipation of the expiration (in October, 1925) of the Spanish-German commercial treaty. These wine shipments to Germany have no effect upon the American market for staves in Valencia, inasmuch as practically all the wine exported to that country goes forward in chestnut barrels, which, as a general rule, are not returned.

Practically all the cooperage wares imported here during the last two months were chestnut staves from Italy, although one Spanish vessel is reported to have discharged at this port 25,000 pieces of white oak staves shipped from an American gulf port, consigned to a Barcelona firm which contemplates establishing a branch house in Valencia.

STAVE MARKET IN TUNISIA

By CONSUL LELAND L. SMITH, Tunis

The products of Tunisia, for which barrels and staves are imported, are wine and olive oil. The estimated production for this year, according to government statistics, will be 21,000,000 gallons of wine and 88,185,000 pounds of olive oil. Approximately 13,000,000 gallons of wine in bulk were exported to France, and a small amount to Belgium and Syria. The exports of olive oil were 24,250,000 pounds in 1923 and 17,600,000 pounds in 1924.

Imports of Barrels and Staves—American Product Appreciated

Oak staves are used by the wine industry. Chestnut wood staves are not suitable for wine, but are satisfactory for the rapid shipments of olive oil to Italy, where it is refined and finally packed. The dimensions are 80 per cent., 42 inches, and 20 per cent., 30 and 24 inches.

The following table shows the imports of barrels and staves into Tunisia in 1924:

Country of Origin	Empty barrels (iron hoops)	Oak staves	Chestnut staves
	Kilos	Kilos	Kilos
France	44,536	18,890	2,038
Algeria	37,320	1,400	....
Italy	31,073	337,705	900,990
United States	14,830	....	....
Other	17,638	....	2,800
Total	145,397	357,995	905,828

Staves originating in the United States were shipped from France. The market for the American product is restricted because of the natural direction of trade to nearby France and Italy. The staves of American manufacture that are imported are destined for a few superior-quality wines. United States oak staves are highly appreciated, but, with the local merchant buying in francs, they are too high priced at present to permit extensive importation. However, upon the stabilization of the franc, Tunisia should offer a certain market for American barrels and staves, but never important.

Future Market Prospects Limited

The future of Tunisia does not promise an early increase in the use of barrels and staves, as the wine and olive production is influenced by uncertainties. In regard to wine, the gradual increase in the production and quality of the Tunisian product has caused French wine producers considerable concern, and increased pressure is being brought to bear upon the French Government to reduce the annual importation allotment of 13,000,000 gallons. This would be ruinous to Tunisian vineyards, as no other outlet is available and local consumption would not absorb the unexported difference. Tunisian growers are studying the possibilities of other crops in anticipation of the possibility that the French market may be so limited.

As regards olive oil, the production of olives is almost entirely in the hands of the natives, and the number of producing olive trees has only increased sufficiently to take care of the rapidly growing population. The yearly production of the 1919-1923 period, 271,000 quintals, showed a decrease from the 1914-1919 average of 283,000 quintals.

WILL ERECT NEW PLANT

The Menasha Woodenware Company, Menasha, Wis., is planning the erection of a new plant at North Bend, Oregon.

The Associated Cooperage Industries of America

In Semi-Annual Convention at West Baden, Ind.

The lure of the natural beauty of West Baden Springs Hotel, while it did not act as potently as was hoped, so far as bringing out a record attendance at the tenth semi-annual meeting of The Associated Cooperage Industries of America, nevertheless lent itself as a satisfactory background for a meeting that, as a whole, developed much of interest and value to every cooperage man in the trade with those in attendance naturally receiving the first-hand contact.

Registration Widely Distributed

The registration which started early on the first day showed that the trade was well represented, members coming from all sections of the country, Detroit to New Orleans and from New York to the Pacific Coast. Trading was particularly active throughout the entire convention, even though there was a decided evidence of urge on the part of buyers with a more than perceptible not-over-anxious attitude on the part of the seller. This state of affairs was easily explained by the present existing trade conditions, and even with such jockeying as there was, the spirit of optimism among the cooperage body was so pronounced that it offset any adverse edge that might possibly develop in any quarter or from any cause.

Trade Promotion and Statistics

The leading subjects considered by the association were trade statistics and trade promotion, and in such group sessions as were held, as well as in the general session, these subjects were amply discussed, the tight stave and heading group particularly going on record with a one hundred per cent. pledge of participation in the statistical service. The slack branch, not coming to an agreement as to the exact nature of the statistics to be gathered, laid the matter on the table.

President Davis Has a Birthday

The outstanding and unexpected feature of the West Baden Springs gathering was the celebrating of President Willard M. Davis' birthday, which happily came around at the same time as the semi-annual meeting. Led by that royal good fellow, H. L. LaNieve, the president's birthday celebration was a fitting tribute, not only to Mr. Davis' standing as president of the association, but to the high and well-deserved regard in which every member of the cooperage trade holds Willard.

Executive Session

In regular established order the meeting of the executive committee was held November 9th, with the convention proper opening for business November 10th. The executive committee reported that the unusual meeting would be held in St. Louis, in May.

SLACK COOPERAGE GROUP

The meeting of the entire slack branch of the association was called to order Tuesday morning, November 10 at 10.45 A. M. with Vice-president W. F. Little directing activities.

Upon calling for report of the committee on grade rules and specifications and finding that the committee had no report to make, Mr. Little immediately called for discussion on the subject of statistics.

There being some confusion as to just what statistics were under discussion, President Davis explained that it was the desire of the association to compile any statistics that any group might desire, either separately or collectively, and in any form desired. All the slack members agreed that the statistics would be all right, but thought that they could not be obtained through the organization. J. W. Donaldson, for one, suggested that the statistical information could be obtained better, he believed, by personal contact between the members. Finally, upon motion made by E. P. Voll, that portion of the meeting pertaining to statistics was tabled.

Best Wishes for President Davis

At this point H. L. LaNieve called attention to the fact that November 10th was the birthday of Willard M. Davis, president of the association, and, heartily, as one man, the entire group arose expressing to Mr. Davis "best wishes for a long and successful career."

Kenneth W. Jacobs, Sr., Will Be Missed

The retirement from the cooperage trade after 40 years of service by Kenneth W. Jacobs, Sr., was duly recorded when T. J. Nash claimed the floor for a sufficient length of time to remark upon Mr. Jacobs retirement and to make a motion, seconded by Mr. Voll, that the secretary be instructed to send a proper letter to Mr. Jacobs expressing the sentiments of the association on his leave-taking.

PRESIDENT WILLARD M. DAVIS, MEMPHIS

Why Increased Boosting of the Wooden Barrel Is So Vital to Trade Protection

Vice-president Little here called for an open discussion on trade promotion, and Trade Representative A. C. Hughes responding gave what should prove to be broadside eye-openers to the cooperage fraternity when he related a few of the activities of the substitute container people in their endeavors to cut in upon the legitimate trade of the wooden barrel. In part, Mr. Hughes said:

What the Bag Manufacturers Are Doing

"For instance, the bag manufacturers have recently approached the laundry workers with the proposition that if the laundry man will buy his soap chips in a bag, manufactured by these people especially for that purpose, he can pass it on to his customer, who, in turn, will have a free container for soiled linen. We know that some soap manufacturers have placed orders for these bags, and we also know that some of our members have already lost patronage.

"But the real difficulty in the whole matter is that they do not hesitate to enlarge upon the truth in every instance where it will bring them gain.

Wooden Barrel Gives Complete Satisfaction, But—

"I want to say, in all honesty, I have never heard a container user make a complaint that the wooden barrel was not suitable, was not efficient, was not acceptable to carry his commodity, but I have heard numbers of them say 'If a substitute can be used by me at a cheaper price, can you blame me if my customers will accept it?'"

Mr. Hughes, in the sincere and earnest manner that is his special endowment, tried to press into the consciousness of all present the vital importance of a full and adequate support of the trade extension work. Not only every executive of every department of the association, every member of the organization, but every member of the trade must lend themselves unstintingly to the work "by attending association conventions, by making known the value of cooperage commodity at all times, and by impressing the fact upon all that as an association and as a manufacturing industry the cooperage trade stands for quality, service and right dealing."

Reprehensible Practices

Mr. Hughes further stated that inasmuch as these substitute competitors are using tactics not above the question mark, the association would be justified in calling the attention of the Federal Trade Commission (which says that no man shall go out and "knock" another man's business, but shall, instead, extoll his own commodity) to some of the methods to which they are resorting.

The Question of Quantity Buying

It was brought out in the meeting by several of the members that people do not buy in the same quantities now as formerly, that they have not sufficient room to store large quantities, and that in such instances the non-use of barrels is not a reflection on the barrel or the industry as a whole, although it is bound to affect the business unless new uses for the barrel are found.

There being no further business, upon motion the slack meeting adjourned.

We are Broadcasting—
"Trade Prosperity and Business Success for 1926"
——Tune In

TIGHT STAVE AND HEADING GROUP

With the splendid spirit of interest and progressiveness which always characterizes this branch of the association, the session of the tight stave and heading group was called to order, as per schedule, with N. W. Calcutt, Vice-president, in the chair.

Mr. Calcutt hit right from the shoulder, asking the boys to start their discussion on statistics with vigor and frankness, so that this important matter could be expediently settled and the work gotten under way. Every member present expressed themselves as being heartily in favor of the establishment of this service, feeling that its value and importance to the industry deserves the full co-operation of every one interested in the future progress of the cooperage business.

The tight stave and heading manufacturers, as a group, pledged their full support and assistance towards securing a 100 per cent. participation in the statistical service and steps were at once taken by the members to this end. As the subject of statistics consumed practically all the time allotted for the session, with the question settled, the meeting adjourned.

TIGHT COOPERS HAVE FINE SESSION

The tight coopers' group showed itself thoroughly alive in the way of matters pertinent to the best interests of their business and the group acted almost as a unit in taking up, handling and disposing of the subjects before it.

As with the whole association body, trade statistics were considered by the tight coopers, who, under the presiding genius of Walter Johnson, who held the chair, passed quickly upon the question.

The tight coopers were addressed by A. M. Ferry, of Chicago, a statistical expert, who presented a plan for compiling reports. As an industry stabilizer the statistical service Mr. Ferry claimed, as do hosts of others, to be unexcelled in value and possibilities.

Adoption of Mr. Ferry's plan in principle was approved by the coopers and the matter turned over to a committee to be appointed by Mr. Johnson. This proceeding closed the session and adjournment was taken.

HOOP MANUFACTURERS OUT IN FORCE

Of gratifying significance was the gathering of the coiled elm hoop manufacturers, who appeared in force at the semi-annual meeting. The group session of the hoop men was representative to a degree and with that pioneer of the industry, W. S. Peel, Lake Village, Ark., swinging the gavel, things moved along with speed and accuracy. Production and logging conditions were the chief topics for discussion by the hoop makers, while the group was addressed by another pioneer of the hoop trade, W. K. Noble, of Fort Wayne, Ind., as well as by Trade Extension Representative A. C. Hughes.

Struthers-Ziegler Cooperage Co.
SLACK BARREL MATERIAL
1314 LAFAYETTE BLDG. DETROIT, MICHIGAN

Staves
Heads
Kegs
Barrels
Shooks

Lucas E. Moore Stave Co.
NEW YORK NEW ORLEANS
MILLS { Louisiana, Arkansas
Mississippi and Alabama

Write Us For
Satisfaction Guaranteed
Matched Cars
We manufacture
Slack Barrel Staves
Hoops
Heading
Cottonwood Staves are our Specialty, but we can supply all kinds of slack cooperage stock.
Quality Plus
THE
W. M. DAVIS STAVE COMPANY
Memphis, Tennessee

Why do people who want good Cooperage Stock
—instinctively turn to—
THE OZARK COMPANY
ST. LOUIS
?
T. J. NASH L. M. PRESTON H. F. NELSON

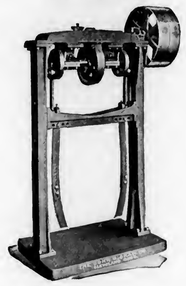
IF IT IS **ORAM'S** IT IS RIGHT

THE BEST MACHINERY FOR MAKING THE BEST CONTAINERS

AND FOR MAKING PROFIT FOR THE USERS

HEADING ROUNDER

NEW "ORAM" RAPID BILGE-HOOP REMOVING MACHINE



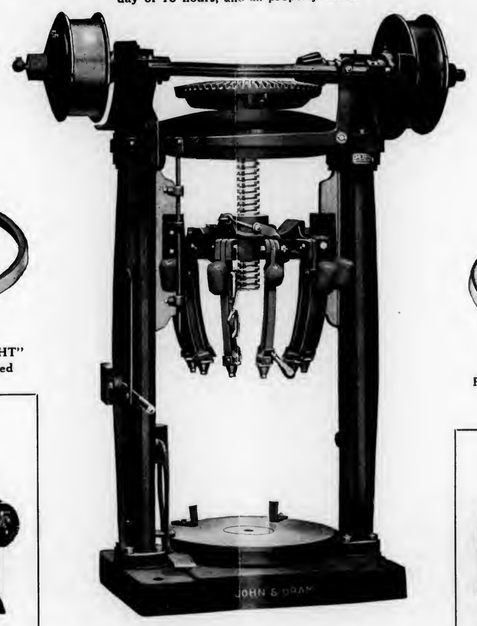
HEADING PLANER

"THE OLD RELIABLE" **WOOD BARRELS**

"ORAM" STANDARD HOOP DRIVING MACHINE

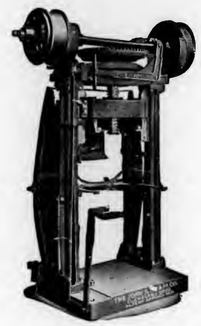
SIMPLE—POWERFUL—DURABLE

Capacity—As fast as operator can handle. 600 to 1,000 packages per day of 10 hours, and all properly driven



STAVE JOINTER

NEW "ECONOMY" (PATENTED) HEADING-UP MACHINE



BUNG BORING MACHINE

STEEL TRUSS HOOPS

ELECTRIC WELDED—"MADE RIGHT"

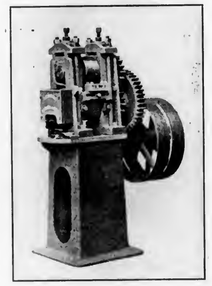
Outside painted any color, if wanted

STEEL TRUSS HOOPS

ROUND EDGE—SPECIAL CARBON STEEL

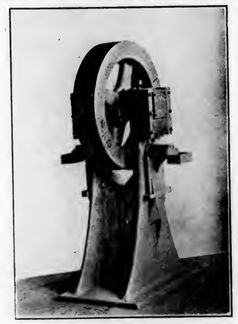
Sizes stamped inside, if wanted

PUNCHING, FLARING AND SHEARING MACHINE



HEADING JOINTER AND DOWELLING MACHINE

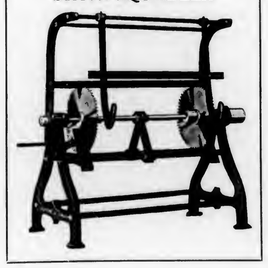
HOOP RIVETING MACHINE



WINDLASS

BARREL LATHE

STAVE EQUALIZER



105 PAGE CATALOGUE

No. 22—New Issue

"Always the Best"

ASK ANYBODY

FIFTY-TWO YEARS

of

"Knowing How"

ESTABLISHED 1872

INCORPORATED 1914

THE JOHN S. ORAM CO.

STAVE, HEADING and BARREL MACHINERY

CLEVELAND, OHIO, U. S. A.

WHEN WRITING TO ADVERTISERS, TELL THEM THAT YOU SAW IT IN "THE NATIONAL COOPERS' JOURNAL."

BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY

GOOD BARRELS

To make good barrels you need first of all good cooperage stock. When you select "Bone-Dry" trade mark Heading and Staves, together with equally high-class hoops, you are taking the surest route to satisfied customers and good shipping containers. Let us have your inquiries.

Matched or mixed cars our specialty.

"BONE-DRY" is the BEST BUY

HIMMELBERGER-HARRISON LUMBER CO.

SALES OFFICE:—Cape Girardeau, Mo.

Heading Plant:—Morehouse, Mo. Stave Plant:—Cape Girardeau, Mo.

BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY — BONE DRY

SLACK BARRELS

that are distinguished by a marked superiority of manufacture and materials.

TIGHT KEGS

that deliver their contents in perfect order and command the confidence of careful shippers.

Our **APPLE BARREL STOCK** has won a national reputation for quality and value.

Wylie & Wilson, Inc.

SAGINAW, MICHIGAN

Do You Know That

Graham Stave and Heading Co.

JACKSON, MISS.

Offers a complete service in supplying your present or future requirements of

Tight Cooperage STOCK

Let us prove to you what real "Quality Stock" means. That's the kind we manufacture.

Mills at

Jackson, Miss. Winnsboro, La.
Port Gibson, Miss. Hammond, La.

Finishing Plants at

Jackson, Miss. Winnsboro, La.

"We consider the confidence that the trade reposes in us as our greatest asset—it is the direct result of our constant effort to produce and sell nothing but honest, dependable goods.

"We take a wholesome pride in the 'Quality' cooperage stock that goes into the market under our direction."

"They made their way the way they're made"

Slack Cooperage Stock

STAVES—HOOPS—HEADING

Staves from 24 inches to 48 inches

Hoops all Lengths *Heading all Diameters*

MILL SHOALS COOPERAGE COMPANY

Syndicate Trust Bldg. - - - - - ST. LOUIS, MO.

SLACK COOPERS GROUP

In spite of the herculean efforts of "Tom" Walsh, of Pittsburgh, the slack coopers' group was inactive so far as a group session was concerned. However, all members of this group were busy in other directions and being among those present at all times whenever trading was going on they were, therefore, continuously active.

GENERAL SESSION

The general session held on Wednesday, November 11th, found the entire association body in attendance when the meeting was called to order by President W. M. Davis. The first order of business was the report of C. G. Hirt, secretary, which report follows:

SECRETARY'S REPORT

During the Tenth Semi-Annual Convention of The Associated Cooperage Industries of America an opportunity is afforded those interested in the future progress of the cooperage industry to submit for consideration such matters as they feel should be acted upon for the betterment of the trade and to the interest of the public in general.

Too much value cannot be placed upon the free exchange of advice and information concerning the business in which one is engaged, and a great many of the difficulties experienced in the past could, no doubt, have been avoided by a frank discussion of the conditions, etc., which caused these unsatisfactory situations and concerted action taken toward their solution.

We would respectfully urge you, therefore, to exercise the privilege accorded to active membership and participate freely in the discussion of matters coming before this convention.

Some of the most difficult problems confronting us today are due to lack of proper co-operation and the outstanding need in the industry is unified action in solving these problems. The Associated Cooperage Industries of America is the only national cooperage association in existence, and is therefore the medium through which such co-operation may be expressed effectively. It is at all times willing and anxious to lend every possible assistance to the members in bringing about a satisfactory solution of the difficulties confronting them, and we want those of our members who are here to take more interest in the affairs of the association between conventions.

Group Meetings

The Associated Cooperage Industries of America is well equipped, and its various group organizations afford an excellent opportunity for those directly interested in a particular branch of the industry to assemble at any time and take up matters concerning their individual interests; enjoying at the same time the protection, influence and efforts that are constantly being made by the national association for their benefit and in behalf of the entire industry. It is therefore to the interest of every member to attend these meetings and co-operate to the fullest extent toward the advancement of the cooperage business.

Statistical Service

The decisions rendered by the United States Supreme Court in the Maple Flooring and Cement cases paved a clear course for the statistical activities of trade associations. These decisions are far reaching and will have an important bearing in the future progress of industrial life throughout the country. Many of those who heretofore were doubtful as to the legality of this undertaking can now feel assured of same in view of the government's favorable attitude with respect to the operation of statistical service as evidenced by the decision of its highest tribunal.

The association is deeply interested in this matter and is taking active steps towards the inauguration of a legitimate service for the benefit of its members.

Our Statistical Committee has been doing splendid work in this direction, and it is to the interest of everyone to assist them in their endeavors by co-operating to the fullest extent in this movement.

Membership

Everyone realizes, of course, the necessity of increasing the strength of an institution of this kind, both influentially and financially, and every applicant added to its membership list simply multiplies the power and ability to carry out the purposes of an organization of this kind. The Associated Cooperage Industries of America was founded for the purpose of promoting the cooperage business and protecting the traffic interests of its members, and it has been doing this during the past ten years of its existence, always striving, constantly on

SECRETARY C. G. HIRT, ST. LOUIS

the alert and never reluctant in guarding the interests of its members and protecting them to the utmost of its ability. Surely an institution of this high character and influence in the business world is deserving of the support and co-operation of everyone engaged in the cooperage trade. Our members can well feel proud of their association and the things that it has accomplished in the past, and should not hesitate to make known their pride in this respect and emulate the spirit of their organization by inviting their friends and neighbors who are engaged in or allied with the cooperage industry to share in the privileges and benefits accruing to membership in the only national cooperage association of America.

Secretary Hirt's report was adopted as read and was immediately followed by the reading of the traffic report:

TRAFFIC REPORT

The transportation conditions, with respect to freight rates, etc., have a close relationship with the existence and development of our industry, and there can be no question as to the necessity and importance of maintaining a fair and reasonable charge for the transportation of our products. It is to the interest, therefore, not only of those engaged in the cooperage business but the consuming public as well, that the industry be protected as far as possible against adverse and unfair transportation conditions.

At this time the very existence of our industry is dependent upon adequate transportation facilities and equitable freight rates. It has been the aim of your traffic department to afford our members all the protection within its power.

A brief outline of some of the important matters handled in the past few months is offered:

ICC Docket 17000 Rate Structure Investigation Ex Parte—Revenues in Western District

Pursuant to resolution known as the Hosh Smith resolution, adopted by Congress, ordering the Interstate Commerce Commission to make a general investigation

FIELD REPRESENTATIVE ANDREW C. HUGHES, ST. LOUIS

of the rate structure, carriers in western district filed application for increase in rates on both classes and commodities throughout that territory.

As a result hearing before the Interstate Commerce Commission was held at Chicago, Illinois, beginning September 8, 1925, which revealed the following proposal by the carriers in western territory:

That all rates in western territory be increased five (5%) per cent., with the exception of specific increases in cents per 100 pounds on various commodities, including lumber and related articles, on which it is proposed to increase the present rates two (2) cents per 100 pounds. The proposal, insofar as lumber and articles taking same rates are concerned, we understand also includes movements from Mississippi Valley and southeastern territories, as well as from Pacific Coast points to western territory.

No testimony of shippers was permitted at above hearing. However, hearings at which shippers will be given an opportunity to present their side of the case have been assigned as follows:

St. Paul, Minn. .....Nov. 9, 1925
Denver, Colo. .....Nov. 16, 1925
San Francisco, Calif. .....Nov. 23, 1925
Dallas, Texas .....Dec. 2, 1925
Kansas City, Mo. .....Dec. 14, 1925

It has been tentatively agreed among the lumber and allied interests to submit testimony bearing on their products at the hearing in Kansas City, Mo., December 14, 1925.

This matter will, of course, in the interest of our members be closely watched, hearings attended and full advice furnished of any new developments.

Consolidated Classification Committee, Docket No. 23, Subject No. 248

The above docket proposed an amendment to Rule 5, Section 6, of the Consolidated Freight Classification by adding the following item:

"Wooden barrels used for the transportation of liquids must be able to withstand an air pressure of not less than four (4) pounds per square inch."

In view of opinions expressed by various manufacturers of cooperage it was deemed advisable to enter an appearance before the committee with a view of combating the proposed change, consequently, request was made for hearing which was held July 24, 1925, at Chicago, Ill., and at which the Association was duly represented.

The Classification Committee on taking our testimony under consideration formed the conclusion that no change should be made in the present provision of the classification.

Southwestern Freight Bureau, Docket No. 6072

This docket proposed the cancellation of all special rates on staves, hoops and headings, carloads, from southwestern producing points to points in western trunk line territory that are lower than the lumber basis, permitting the lumber rates to apply.

Immediately upon notice of the above proposal necessary action was taken by requesting that the matter be placed on the docket for public hearing, which was held October 15, 1925. The Association was duly represented and vigorous protest filed on behalf of its members.

The committee has not yet passed on this matter, but we are hopeful of receiving a favorable decision.

Proposed Increase on Cooperage in Western Trunk Line Territory

The carriers have again brought up the matter of increasing the rates on cooperage, *i. e.*, barrels, half barrels, kegs, etc., between points in western trunk line territory by proposing to cancel Class D rating and establishing in lieu thereof 4th class.

This matter was docketed for public hearing before the Standing Rate Committee, Chicago, Ill., November 9, 1925. However, due to our convention being held at that time, which would preclude our attendance, prompt action was taken to have the date of hearing postponed.

With the aid of the carriers we were successful in having the date of hearing postponed and are now engaged in preparing our case to be presented to the carriers. We sincerely hope that our efforts in combating this drastic action will meet with success.

Notwithstanding the many other important matters handled, the traffic department has been actively engaged in furnishing information to the various members which aided them in successfully carrying on their business. The fact that correct and prompt information relative to transportation is essential to both seller and buyer when negotiating a sale or purchase and that the service of the traffic department is at all times at the call of members, should have a strong appeal to those who have experienced difficulties in obtaining service that is beneficial and helpful to their business.

Other services which are at the disposal of members are the auditing of freight bills, tracing and expediting delayed shipments, filing claims, securing equipment, etc. In fact, the department is equipped to render assistance and advice of all kinds pertaining to traffic matters and is anxious to have all members avail themselves more freely of this service.

Miss M. T. Rogers, assistant secretary and treasurer, read the treasurer's report, which was received and adopted. A. C. Hughes, trade extension representative, then followed with a report which was both illuminating and informative. The report as given was as follows:

TRADE EXTENSION WORK INCREASING IN SCOPE—A. C. HUGHES

Through its close co-operative relations with container-using industries, acquired through attendance at trade conventions, expositions, purchasing agents and business men's clubs, and by articles contributed to the trade press, the Trade Extension Department has become of fundamental importance in the maintenance of an intimate contact with buyers of cooperage, and in a very real sense is being used by them as a medium for a free interchange of information on the status of various subjects that affect cooperage patronage and performance.

Substitute Container Campaign

It is beyond the scope of this report to enter into details covering the purpose and possibilities of the department. The need for publicity and trade extension cannot be disputed if the ultimate interests of the cooperage industry are to be conserved and advanced. One of the most important aids which the cooperage industry can give to its own stability and profit is the establishment of a wider trade promotional movement in which the several groups of the industry now in convention should co-operate as a whole to head off a merchandising demonstration conceived and financed by the burlap bag and steel drum manufacturers, which carries a direct challenge to the competitive advantage now enjoyed by the tight and slack branches of our industry.

Having started ambitious trade promotional activities in the potato, vegetable, lime and paint pigment industries, the bag people are now courting container preferment in the soap chip industry, basing their claims on re-use of the bag by laundry patronizers, and lower price in comparison with the barrel—the latter expression being a stereotyped phrase to spread its propagating claims regardless of intrinsic merit to uninformed purchasers.

In the steel drum industry there is an organized movement already started to lay claim to patronage in every industry where the tight barrel can be supplanted.

It may be argued that the cooperage industry must work out its own solution "through the survival of the fittest," but it cannot be denied that failure of a great industry to take aggressive steps to thoroughly educate users and the public on the merits of wood barrels, and to fearlessly and aggressively defend their usefulness with courage, logic and conviction, will lose for them opportunities to secure their rightful share in container markets.

Addressing Industries on Cooperage

By giving warning to container users discreetly and honestly of the folly of packing their commodities in irresponsible containers, and to a considerable extent besetting substitute exploitation at every turn in the road while attending and addressing trade conventions, expositions and gatherings of potential buyers and users of cooperage, the Trade Extension Department has approached a condition of active national functioning through which the popularity of wood barrels has been enhanced, their wider utilization promoted, and national trade responsibility better understood and appreciated.

In preparing these addresses great care has been used to guard the dignity of this great producing industry with no departure from a code of ethics that could invite adverse criticism from those of our hearers who use other types of containers. Our purpose on these occasions has been to clearly and convincingly impart a better and broader knowledge of our industry's production and service to the end that the incredulous be converted in their container ideas and become patronizers of our industry.

Furthermore, it is at such conventions and expositions that contacts with newcomers in the business are more often made and new products are shown which hold out possibilities for new business expansion. It is my duty to report to the convention that an opportunity of the latter character was presented by the president of one of the interested companies at the recent chemical exposition held in New York.

Trade Opportunities in the Chemical Industry

The remarkable development of the chemical industry in the production of viscous artificial silk, better known as Rayon silk, which is made from spruce wood pulp and transformed into a wood syrup by chemical action and aging process, deserves the attention of our industry, because the product is now being packed and stored in enamel-lined steel barrels. It is our understanding that these containers are used in large quantities for storing and aging the product, which requires a considerable length of time to mature. The commodity is highly penetrative and wood-consuming in character and susceptible to spoilage by contact with steel or tannin acid. The prospect informed us of his willingness to use 500 tight barrels per month if a liner can be developed to retain the commodity in airtight barrels. There are 12 chemical plants now manufacturing the product in America and producing several hundred millions of pounds annually. The high cost of steel enamel containers, the danger of enamel breakage, and the wide marginal price appeal of wooden tight barrels were given as reasons for wood barrel preference. It is here that the use of the chemical laboratory can be used to advance the interest of our industry.

The new development of a synthetic acetic acid to be produced shortly by a combination of companies operating in Niagara Falls, N. Y., is another attraction for trade development in our industry. The plants to be erected, we have been informed, are to have a capacity fully equal to the growing demands for this product from the solvent industries. The effect of this new development should add greatly to the present use of tight barrels for packing this commodity.

In passing, it is but a truth to state that these are only a few of the opportunities that are made available through discoveries in the chemical laboratory which present a newer and better outlook for our industry and enable it to look fearlessly into the future.

Cooperage Articles Contributed to Trade Papers

In an endeavor to pioneer new trails and reach those who buy and specify containers in industries that use, or can be induced to use wood barrels, and who look to trade papers for information and guidance, a series of articles have been contributed to our trade papers over our signature, which described specifically and sometimes in general terms the technology and types of cooperage, together with miscellaneous information concerning the nature of the product discussed and reasons for it being packed in wooden barrels.

These articles have been widely distributed throughout America, and placed in the hands of executives and purchasing agents in industries most interested, a list of names and addresses of which are supplied by the department to publishers. European readers have also been reached through the instance of this medium.

Requests from *The American Food Journal, Canning Age, The Milk Dealer, and Pit and Quarry*—monthly trade publications that reach users of tight and slack barrels—have also come to us for contributions. Our compliance is limited only to our ability to meet in time the courteous requests of these trade publications.

Results from these published articles have come to us in the form of written and spoken appreciation from buyers, who are ever in the market for more knowledge of cooperage and cooperage materials and for the real basic facts that surround their packing problems.

Additional effort to develop publicity relations with container users regarding cooperage has been in the form of a unified treatise on slack and tight cooperage that has been compiled by the Trade Extension Department, passed on to your committee who are co-operating with the Domestic Packing Board of the Transportation Division of the Department of Commerce, to be later discussed in committee of the whole, for approval and then printed in bulletin form and placed in the hands of packers and shippers by the Department of Commerce. When printed, this document should bring definite and immediate advantages to the entire industry, and, inevitably, informative benefits to your patronizers.

The Motion Picture and Publicity

A report of our work would be seriously incomplete without some reference to our tight-barrel motion picture and the importance of amplifying and extending this modern method of advertising and illustrating to include a comprehensive film that will depict the whole process of slack-barrel production from the tree to the finished product.

The fact that markets for containers' uses are but human institutions and are prone to be governed more by publicity and competitive conflicts based on the immediate interests of the moment than by long-range considerations, should be an added inducement to the industry to show its qualities of resourcefulness, initiative and self-reliance in a picture that would portray the magnitude of the industry, the service it renders to the public, the stability of wood barrels to eliminate loss and damage freight claims, and, by contrast, portray the obstacles encountered by the use of competitive containers.

It would be possible to give further detail regarding trade extension activities which would cover attendance at the various conventions, expositions and trade meetings on which the department has kept the membership posted by bulletin. Your valuable time, however, will not permit this.

Conclusion

With these possibilities before you, possibilities which can be expanded considerably, and correspondingly strengthened if all groups in the association bend their energies for the common welfare of the industry, the great bulk of patronage in container fields can be enlarged and fostered. There is no activity within the industry that cannot be defended along the lines of progress. Our business has never halted because of failure of the industry to perform its part, and there is no container industry so closely woven into the agricultural and industrial fabric of our country. Through wholehearted co-operation within the industry and with a deep sense of obligation and responsibility to the public, we can go on as one of the chief contributors to the welfare and prosperity of the packing industries in our own country and the extension of our business abroad.

The guest of the occasion was Mr. Thomas E. Lyons, who has charge of the packing section of the Transportation Division of the Bureau of Foreign and Domestic Commerce, and who addressed the cooperage assemblage on foreign trade. Mr. Lyons' address follows:

EXPORT TRADE AND THE COOPERAGE INDUSTRY

By Thomas E. Lyons

American manufacturers, due to their experiences of the last few years, are thoroughly convinced of advantages in exporting at least a part of their output. The general economic turmoil which has existed throughout the world since 1914 has given our industrial community an opportunity to go into foreign markets with American goods on a scale never before attained.

The result has been so generally satisfactory that the American manufacturers are determined to keep our share of the business. It is becoming more apparent with the rehabilitation of European industry that this newly-acquired share of the world's trade can not be retained without effort.

The support that the government has accorded Mr. Hoover since his appointment as Secretary of Commerce proves its willingness to aid in this struggle and has enabled Mr. Hoover to raise to the highest standard the Bureau of Foreign and Domestic Commerce.

The advantages of exporting are obvious. Our industrial machine, perfected during the war under pressure of government orders and foreign demands, produces far in excess of our domestic needs. If this machine is to be kept running, foreign markets will have to be depended upon to absorb the excess production.

Factories which produce primarily for domestic trade find it advantageous to export at least part of their output, not only for reducing their overhead costs, but in order to keep their plants running at a steady rate throughout the year. Because the seasons of the northern and southern hemispheres are exactly opposite, the selling seasons are likewise opposite. Therefore, when the season is slack in the United States for any given article, it is at its height in South America, South Africa, Australia, etc., and the manufacturer is able to keep his factory running during the dull periods in the domestic markets by exporting to these countries. It should be the goal of every American manufacturer to enter the export field, but as the business of exporting is exceedingly complicated, he should look over the ground very carefully before making such a move.

All the facilities of the Bureau of Foreign and Domestic Commerce in Washington are at the disposal of the manufacturer trying out the export field, and, even though he intends exporting indirectly, that is, through commission houses or otherwise, he should know the service rendered to American business men interested in foreign trade.

The present plan divides the bureau into commodity, technical and geographical divisions. The commodity divisions cover a dozen or more of the most important products entering into our trade, and each is headed by a man who speaks the language of his industry and who is in a position to give expert specialized information to the exporter concerned in his particular industry.

The technical divisions cover matters which are most vital to exporters, such as foreign tariffs, foreign commercial laws, statistics, commercial intelligence and transportation. The geographic divisions treat of the economic development and general conditions in their respective areas. These divisions are headed by men especially trained in economics and who have spent a great part of their lives in the areas which they represent.

For the purpose of effecting closer contact with the industrial centers of the country, the Bureau maintains offices in many of the important cities of the country. These offices are equipped to give the American manufacturer a better understanding of what the Bureau is endeavoring to do for American industry. The foreign service of the Bureau covers the entire civilized world. Altogether there are over 1,000 official representatives in more than 100 countries, commercial attaches, trade commissioners and consuls, who are helping the Bureau to promote foreign commerce and to protect the interests of American exporters in foreign countries. These foreign representatives are constantly sending to the Bureau reports on the industrial situation in the areas in which they are stationed, and these reports are transmitted through the various divisions to the industries concerned.

Information gathered by the Bureau is also distributed through its publications, *Commerce Reports*, a weekly publication, handbooks, monthly survey of current business, bulletins, etc.

The division of statistics makes it possible to keep an accurate record of the percentages of American goods exported in comparison with production. In your own line, cooperage, I have taken these figures from the 1924 report:

There were, in round numbers, 110,000,000 staves exported from the United States, with a value of approximately $6,800,000. Head sets, carried as a special item, were exported to the extent of 3,000,000, valued at $571,000. With a production value of the industry of $75,000,000, you have exported over $7,000,000, or approximately 10 per cent. of your output. This is an average export percentage, but any increase would serve as an added safety factor during any domestic depression. Industries, which a few years ago were exporting the same proportion of their product, have increased the ratio to 12 and 15 per cent. without curtailing home consumption. This has been effected by increased production.

If the department is to serve manufacturers to the full extent of its facilities in both the domestic and foreign markets, it is essential that the industry lend its assistance by compiling accurate production and manufacturing data. These data will not only be of value to the department as a basis for investigating potential markets, but it will also serve your association in planning its own activities. The recent decision of the Supreme Court defining the limits of activities of trade associations is no doubt familiar to you. However competent association officers may be, they can not procure for individual members the full benefit of this ruling unless the members join in full co-operation and support of the necessary activities for their welfare.

While the Bureau of Foreign and Domestic Commerce has been engaged chiefly in promoting export trade, its facilities have been extended to serve domestice requirements. Many manufacturers engaged in domestic commerce are utilizing the bureau in securing information and guidance in their distribution problems.

The effective work which has been done by the Transportation Division in reducing the losses in breakage and pilferage due to faulty packing for export has prompted interested agencies to suggest that this division do a similar work in the domestic field. Recognizing the value of the use of proper containers in shipping, Secretary Hoover has appointed an advisory board comprised of leaders in all container industries and transportation agencies.

The cooperage industry is represented on this board by Mr. Victor Krafft. During the past year several meetings have been held and the preliminary work of the committee has been completed.

The Bureau has ready for publication a series of bulletins prepared under the direction of recognized authorities in each container field. The value of this work will not only reflect in the elimination of unnecessary waste due to the use of improper and faulty containers, but will also promote a better understanding between manufacturers of competitive containers by bringing them together in serving to reduce distribution costs. This work is, in a measure, a voluntary establishment of standards by the industries themselves, and it is a responsibility on the part of the members of the associations to carry out grade rules and specifications which have been acknowledged as standard. Surely an industry such as yours with its tradition and history needs no admonition as to the value of this policy.

In closing, let me again call your attention to the value of current statistics. In perfecting this phase of your organization's activities, you will go far toward solving your production and distribution problems, and with the light of statistical data to guide you, there should be no further occasion for praying for rain.

Upon the conclusion of Mr. Lyons' remarks he was given a rising vote of thanks and appreciation.

Good Wishes Sent to K. W. Jacobs

T. J. Nash and Henry Krallman were a committee of two appointed to draw up an expression of good will and best wishes of the association as a body to be sent to Kenneth W. Jacobs, Sr., upon his retirement from the cooperage business.

IN MEMORIAM

President Davis here asked that proper resolutions be drawn up and mailed to the families of Mr. Max Sondheimer and Mr. J. R. Meyers, association members, who have passed away since the last meeting.

President Davis Urges Co-operation

President Davis urged the fullest co-operation between members and the association. He stated that the various groups were doing some wonderful work for themselves in the way of compiling statistics and keeping themselves advised as to conditions that prevail.

E. J. Kahn, referring to Mr. Lyons' address, called attention to that part dealing with statistics and stated: "I think this is assurance enough to all of us who may have doubted it heretofore that we are proceeding in a legal and approved manner in compiling statistics."

Of Importance to the Trade

In regard to a question on that part of the traffic manager's report dealing with pressure, J. L. Schmich, of the Portsmouth Cotton Oil Refining Corporation, Portsmouth, Va., stated:

"A pressure test made on a 52-gallon barrel by me with the assistance of Mr. Serbell, from the Portsmouth Cotton Oil Refining Corporation, replying to a letter from the association on the pressure which a barrel should stand, which they named should come up to a 5-pound pressure, the test showed that at the 5-pound pressure the barrel was perfectly tight, showed no signs of stress; at 7-pound pressure the head started to bulge, the barrel was perfectly tight. We ran the pressure up to a 12-pound pressure, the barrel showed no leak, but one head which contained four-piece heading had bulged five-eighths of an inch to an inch, and a three-piece head showed less than one-half inch bulge. This test was sent to the association. In my opinion a package that will not stand over five-pound pressure is not sufficient margin of safety to insure the carrying of the product to destination."

Mr. Schmich also commented on a shipment of oil made to Europe during the summer:

"The consignee reported the oil in excellent condition and complimented us very highly on the class or quality of the barrel in which the oil arrived, and intimated that good barrels in Europe were pretty hard to get, and if the cooperage from this country would continue to be such they felt they would have no trouble trading with the United States. Since that time we have gotten three more good sized export orders."

President Davis, for the association, asked Mr. Schmich to make a test on a barrel containing five and six-piece heading, which he volunteered to do and to submit the results of the test to the association for their information.

There being no further business on hand, President Davis declared the session adjourned and the semi-annual convention closed.

AND A GOOD TIME WAS HAD BY ALL

So ran the expressions of commendation after the annual banquet and entertainment which was held in the main dining room on Tuesday night. While the Entertainment Committee had prepared a program of unusual merit, a number of the real "talented" among the cooperage clan joined forces with the artists and collectively and individually crowned themselves, if not with glory, at least with the satisfaction of having done their full share in helping all to have a good time. Trained or impromptu, the cooperage man is always an A-1 entertainer. Long may he wave.

WHY YOU SHOULD BE A MEMBER OF YOUR TRADE ASSOCIATION

"With the various services available to the members of The Associated Cooperage Industries of America," says Secretary Hirt, "such as trade extension, traffic, inspection, arbitration, statistics, grade rules, etc., there is a worthwhile attraction in membership. Association meetings combine all elements in the industry and they alone are a splendid opportunity for anyone in the cooperage business to meet his customers, become acquainted with those in the same line of trade, learn how they 'carry on,' find out all about the movement of products in his line or allied lines; in fact, become fully informed on his industry as a whole and on all matters pertaining directly to his own individual business."

ONE VIEW OF THE BEAUTIFUL WEST BADEN SPRINGS HOTEL—SHOWING ITALIAN GARDENS

ASSOCIATION MEETINGS ARE ALWAYS OF DEFINITE HELP TO THOSE ACTIVE IN THE COOPERAGE INDUSTRY —SAYS G. A. ZIEGLER

Though not as well attended as other meetings, the semi-annual convention of The Associated Cooperage Industries of America was, however, permeated with a spirit of optimism that was decidedly exhilarating to every one present.

Present Trade Conditions Encouraging

Whereas the annual meeting in Memphis in May last lacked any spirit of optimism, due to unfavorable trade conditions and outlook, the meeting this month was just the reverse, as the change that has come over the cooperage market is such as to give new courage and hope to the producers who have practically all year been suffering from extremely dull business and low prices. Weather conditions are very unfavorable. Stocks are low, prices are advancing and the demand is good. This combination naturally pleases the cooperage producers, and the spirit of optimism at the November meeting was very evident.

Exchange of Views and Trade Discussions Between Members Are Beneficial

All Association meetings, however, even though not as largely attended as they might be, are always of definite help to those active in the industry. The views exchanged are beneficial, and the renewal of acquaintances and the discussions that take place in and out of the meetings contribute to the welfare of those present and to the industry.

Consensus of Opinion Is That Statistics Will Prove of Value to the Trade

The matter of statistics was discussed, particularly at the semi-annual meeting. It seems to be the consensus of opinion of producers that the use of statistics will be of definite benefit to them and to the trade at large. The Trade Extension Department seems to be doing very good work. Mr. Hughes gave a very excellent and encouraging report. He is covering a wide range of industries and his activities surely are helpful to our industry.

Standing of Cooperage Trade as a Basic Industry Evidenced by Presence and Address of Mr. Thos. E. Lyons

At the general session a very valuable address was given by Mr. Thomas E. Lyons, in charge of the Packing Section, Transportation Division of the Bureau of Foreign and Domestic Commerce. His address was well received and it is worthy of comment that the Department of Commerce should send one of its chief representatives to our convention.

We are Broadcasting—
"Trade Prosperity and Business Success for 1926"
——Tune In

Business Thriving, Winter Outlook Good, Manufacturers Report After Immediate Survey of Whole Nation

Business conditions throughout the country are thriving, exceeding last fall's; the trade lookout for winter is favorable; stocks on hand are low or normal; production has increased, as have also sales quantities and sales values; and there is an increase in employment, as also in wages, with the labor situation so stabilized that less than one per cent. of strikes are reported.

These high lights in the industrial situation in the nation were concisely reported by John E. Edgerton, president of the National Association of Manufacturers, at the opening session of the annual convention at the Hotel Statler, St. Louis, Mo. They summarize the findings of the annual trade survey of the association, which this year is said to have been the most exhaustive ever undertaken. The data were obtained direct by the association which sent out 50,000 questionnaires, distributed in every section of the country, and the compilation involved the tabulation of something like 350,000 answers to questions. All of the information covers conditions as noted within the last three weeks in thirty main industries.

As to present trade conditions, 94 per cent. of all those replying reported them favorable in these varying degrees: Excellent, 18 per cent.; good, 43 per cent.; fair, 33 per cent. Only 6 per cent. reported them poor.

The outlook for winter trade was also reported favorable by 95 per cent., of whom 13 per cent. regarded it as excellent; 54 per cent., good; and 28 per cent., fair. It was viewed as poor by 5 per cent.

An improvement over last fall's business was noted by 56 per cent., while no change was reported by 26 per cent., and a falling off by 18 per cent.

A healthy movement of goods to the consumer was indicated by the average report of stocks on hand, of which 23 per cent. reported them low; 69 per cent., normal; with only 8 per cent. reporting overstocked conditions.

There is more employment than last fall, 36 per cent. reporting increases, for the most part small, with only six per cent. reporting decreases, also small, in the main. The supply of labor was reported generally adequate, only nine per cent. noting a shortage of skilled workmen, and two per cent. a lack of unskilled labor. Wages also are higher than last fall, 83 per cent. reporting increases, of which seven per cent. were large. Decreases were reported by 17 per cent., mostly small reductions.

Coincident with the increase in employment and wages, an increase in production over last fall was reported by 23 per cent., while 18 per cent. noted a decrease. The volume of sales also is greater, 23 per cent. reported, with 17 per cent. noting a decrease in quantities. Sales values have increased, according to 21 per cent., as against 17 per cent. reporting lower values.

Industrial peace prevails almost 100 per cent., less than one per cent. of all the answers reporting strikes, while seven per cent. of those free from them report them eliminated.

Reports of such individual groups as are of interest to cooperage and cooperage stock manufacturers, upon which the summary is based, follow:

Iron and Steel

Conditions in this industry are excellent, according to 13 per cent.; good, 55; fair, 22. The winter outlook is reported excellent and good, respectively, by the same percentages; and fair by 23 per cent. An improvement over last fall is reported by 57 per cent.; lower, 12; unchanged, 31. Low stocks on hand are noted by 11 per cent.; normal, 81; over, eight. Seventy per cent. report an increase since last fall in employment, eight per cent. noting a large increment; while four per cent. note a large decrease; 26, small. There is a skilled labor shortage according to six per cent., but 46 per cent. report none, while three per cent. note a shortage of unskilled workmen and 45 per cent. say their wants are supplied. Eighty-three per cent. report higher wages than last fall, with seven per cent. of these noting that the increase is small; while five per cent. report a large decrease, and 12, small. Production has increased since last fall, according to 29 per cent.; decreased, 21. Sales quantities are greater than last fall, 33 per cent. report; 20 per cent. noting a decrease. Sales values are higher than last fall, say 19 per cent., but 18 per cent. report a decrease. No strikes are reported in the industry.

Lumber

Present conditions are excellent, according to 13 per cent.; good, 38; fair, 44. Six per cent. regard winter prospects as excellent; 43, good; 42, fair. Last fall's trade has been excelled according to 43 per cent., while 32 say it is lower, and 25 report no change. Low stocks on hand are reported by 16 per cent.; normal, 66; over, 18. Seventy per cent. report an increase in employment since last fall, of which 11 note that it is large; while four report a large decrease, and 26 a small decrease. A shortage of skilled labor is reported by seven per cent., while 46 have experienced none; and three report a shortage of unskilled labor, and 44 none. Wage increases since last fall are noted by 67 per cent., large increases being reported by four per cent. of this number; while small decreases are reported by 33 per cent. Last fall's production has been bettered, 17 per cent. report, while an equal number note a decrease. There has been an increase in sales quantities over last fall according to 19 per cent., but 12 report a decrease; and an increase in sales values is reported by 14 per cent., with six noting a decrease. No strikes are reported in this industry.

Food and Food Products

Excellent conditions are reported in this trade by 17 per cent.; good, 46 per cent.; fair, 30. The outlook for winter is viewed as excellent by 21 per cent.; good, 47; fair, 28. Trade is better than last fall, say 52 per cent.; not as good, 22; unchanged, 26. Low stocks on hand are reported by 68 per cent.; normal, 22 per cent.; over, 10. Eighty-one per cent. report an increase in employment over last fall, of which 14 per cent. say the increase is large; while 19 per cent. report a decrease. Of skilled labor, four per cent. note a shortage; 49, none; of unskilled, a shortage, three per cent; none, 44. Wages are higher than last fall, 84 per cent. report, of which nine per cent. say the increase is large. Sixteen per cent. report a decrease. Production is up over last fall, according to 25 per cent.; down, 17. Sales quantities have increased since last fall, 24 per cent. report; decreased, 15 per cent. Sales values are greater than last fall, 20 per cent. note; while 15 per cent. say they are lower. Only one per cent. report strikes, and they are said by 11 per cent. to be eliminated.

Cement and Clay Industry

Excellent trade conditions are reported by 23 per cent.; good, 28; and fair, 33. The outlook for winter is regarded as excellent by 15 per cent.; good, 43; and fair, 36. Trade is reported better than last fall by 45 per cent.; lower, 10; and unchanged, 45. Low stocks on hand are noted by 40 per cent.; normal, 50; and over, 10. Sixty-four per cent. note an increase in wages since last fall, of which four per cent. note they were small; while four per cent. report small decreases; 32, large. There is no shortage of skilled labor, according to 45 per cent, although three per cent. note a shortage; while three per cent. report a shortage of unskilled labor, and 4 no lack of it. Small increases in wages since last fall are noted by 50 per cent., and the same number report small decreases. Production as reported by 28 per cent. is greater than last fall, 18 reporting a decrease; while sales quantities are reported increased by 27 per cent., and decreased, by 22; with sales values increased, 23 per cent. note; decreased, 10 per cent. Three per cent. report strikes, while of those more fortunate, 23 per cent. report them eliminated.

Chemicals and Drugs

Excellent, is the consensus of 19 per cent. as to present trade conditions; good, 53; and fair, 25; while winter prospects are viewed as excellent by 16 per cent.; good, 61; and fair, 20. A better state of trade than last fall is reported by 61 per cent.; not as good, by 11; and unchanged, 28. Low stocks on hand are noted by 17 per cent.; normal, 83. Nine per cent. report large employment increases since last fall, and 82 per cent. small increases, while nine per cent. note a small decrease. A shortage of skilled labor is reported by eight per cent., while 45 per cent. report none; and in unskilled labor six report a shortage, and 41 per cent. none. Wages are largely increased over last fall, say five per cent.; only slightly higher, according to 95 per cent., and large increases in production are noted by 17 per cent., with 14 per cent. reporting a decrease. Sales quantities have increased, four per cent. report, with 10 per cent. reporting a decrease; while, according to 17 per cent., sales values are higher than last fall, although 15 per cent. report them lower. This industry is 100 per cent. free of strikes, 10 per cent. reporting them eliminated.

Paints and Oils

Conditions in this trade are 94 per cent. favorable, being pronounced excellent by 21 per cent.; good, 42; fair, 31. The winter outlook is called excellent by 10 per cent.; good, 58; fair, 24. Trade is better than last fall, 56 per cent. report; lower, 22; unchanged, 22. Low stocks on hand are reported by 15 per cent.; normal, 76; over, nine. Seventy-five per cent. report an increase in employments over last fall, the increase being large in eight per cent. of the cases; while 25 per cent. report decreases, of which one per cent. are large. A skilled labor shortage is reported by six per cent., and none by 45; an unskilled labor shortage by one per cent.; none, 48. A small wage increase is reported by 95 per cent.; a large decrease, one; small, four. Last fall's production has been increased, according to 20 per cent.; decreased, 21. The volume of sales is greater than last fall, according to 21 per cent.; smaller, 18. Sales values are higher than last fall, according to 17 per cent.; lower, 16. The industry is free of strikes, and they have been eliminated, according to seven per cent.

Glass, Crockery and Porcelain

Excellent conditions are noted by 11 per cent.; good, 50; fair, 35. Prospects for winter are viewed as excellent by seven per cent.; good, 61; fair, 28. Fifty per cent. report better trade than last fall; 14, lower; 36, unchanged. Low stocks on hand are reported by seven per cent.; normal, 82; over, 11. Of 75 per cent. reporting more employment than last fall, seven per cent. note that the increase is large; while four per cent. report a large decrease, and 21 per cent. small. A shortage of skilled labor is reported by seven per cent., while 51 per cent. have experienced none; two per cent. report a lack of unskilled labor, and 40 per cent. none.

Of 85 per cent. reporting an increase in wages since last fall, 10 per cent. say it is large; while five per cent. report a large decrease, and 10 a small falling off. Production has increased over last fall, according to 18 per cent.; decreased, 12. Sales quantities are greater, say 18 per cent.; less, 18. Sixteen per cent. report an increase in sales values over last fall; 11, a decrease. The industry is 100 per cent. free of strikes.

Tools and Hardware

Ninety-six per cent. of those reporting on conditions in this trade say they are favorable, 17 per cent. calling them excellent; 44, good; and 35, fair. Excellent prospects for winter are reported by 13 per cent.; good, 62; fair, 24. Trade is reported higher than last fall by 72 per cent.; lower, 13; unchanged, 15. Low stocks on hand are carried by 17 per cent.; normal, 78; overstocked, five. An increase in employment over last fall is noted by 82 per cent., being large in 14 per cent. of the cases; while a large decrease is reported by three per cent.; and small by 15. Nine per cent. report a skilled labor shortage, with 42 per cent. reporting none; two per cent. noting a shortage of unskilled labor, and 47 none. Wage increases over last fall are reported by 85 per cent., the rise being large in three per cent. of the cases reported, while two per cent. reported large decreases; and 13, small reductions. Production is greater than last fall, 18 per cent. report; lower, 34. Sales quantities are greater also, say 23 per cent., while 24 report them lower. An increase in sales values is reported by 25 per cent., a decrease by 12. Strikes are reported by one per cent., and of those reporting none, 10 per cent. say they have been eliminated.

Machinery

Ninety-two per cent. report present trade satisfactory, the estimate being: Excellent, 19 per cent.; good, 43; fair, 30. Excellent prospects for winter are anticipated by 16 per cent.; good, 48; fair, 29. Trade is better than last fall, say 68 per cent.; lower, 19; no change, 13. Stocks on hand are low, according to 24 per cent.; normal, 72; over, four. Seventy-six per cent. report an increase in employment over last fall, of whom 11 per cent. note large increases; while five report a large decrease; and 19, a small reduction. A shortage of skilled labor is reported by seven per cent., but 44 report none; while three per cent. report a dearth of unskilled labor, and 46 per cent. none. Wages have increased since last fall, according to 84 per cent., the rise being large, as reported by 13 per cent.; while 16 note a small decrease. Production exceeds that of last fall, 32 per cent. report, while 13 per cent. note a decrease. The volume of sales is greater than in last fall, 37 per cent. report, while 11 say it is smaller. Sales values are higher than last fall according to 34 per cent.; lower, 97. No strikes are reported in this industry, and four per cent. report that they have been eliminated.

Building Material and Supplies

Present trade is good, 46 per cent. report; excellent, 16; and fair, 30. Winter prospects are regarded as excellent by 10 per cent.; good, 42; fair, 32. Better conditions than last fall are noted by 46 per cent.; not so good, 20; and unchanged, 34. Low stocks on hand are noted by 10 per cent.; normal, 80; and over, 10. Compared with last fall there has been an increase in employment, 84 per cent. report; while 16 per cent. note a small decrease. A shortage of skilled labor is reported by 15 per cent., but none, by 35; and of unskilled labor, by two per cent.; and none, by 48. Small increases in wages over last fall's scale are reported by 81 per cent.; eight reporting large, and the same number small, decreases. Production is up over last fall, 25 per cent. note; but 29 per cent. report it lower; while 27 per cent. report an increase in sales quantities, 31 a decrease; and in sales values, 16 note an increase; and 25, a decrease. Only two per cent. report strikes, while of those free from them 12 per cent. report them eliminated.

Banking and Insurance

Conditions are reported good by 58 per cent.; excellent, by 10; fair, by 29; and poor, by only three per cent. Prospects for winter are regarded as good by 68 per cent. of the reporting concerns; excellent, by 13; fair, by 16; and poor, by three per cent. Trade conditions are better than last fall, 64 per cent. report; lower, 14 per cent.; and unchanged, 22 per cent. Normal stocks on hand are noted by 72 per cent.; low, 19; and over, nine per cent. Employment increases over last fall are noted by 85 per cent.; decreases, 15 per cent. A shortage of skilled labor is reported by eight per cent.; none, 50; in unskilled labor, 38 per cent. have experienced none, while four per cent. report a shortage. Small wage increases since last fall are noted by 63 per cent.; large, 13 per cent.; a large decrease, 11 per cent.; and a small decrease, 13 per cent. Twenty-four per cent. report more production than last fall; and 16, less. Sales quantities have increased since last fall, 22 per cent. say, while 10 per cent. report a decrease. Sales values have increased, say 14 per cent.; but five per cent. note a decrease. Labor conditions are 100 per cent. satisfactory, for there are no strikes reported, and nine per cent. report them eliminated.

Miscellaneous

Ninety-six per cent. report present conditions favorable, of these 18 per cent. reporting them excellent; 24, good; and 54, fair. Excellent business in winter is expected by 12 per cent.; good, 41; fair, 47. Trade is better than last fall, according to 67 per cent.; lower, 21; unchanged, 12. Low stocks on hand are reported by 25 per cent.; normal, 63; over, 12. Employment shows an increase over last fall, according to 78 per cent., 14 per cent. reporting the increase as large; while 10 per cent. note a large decrease, and 12 per cent. say it is small. A shortage of skilled labor is noted by 17 per cent., 39 per cent. reporting none; four per cent. noting a shortage of unskilled labor, and 40 per cent. none; an increase in wages is reported by 72 per cent., of whom eight per cent. report a large rise, with eight per cent. noting a large decrease, and 20 per cent. a small decrease. Heightened production over last fall is noted by 19 per cent., with 18 reporting a decrease; and an increase in sales quantities is reported by 23 per cent.; a decrease, 14. Sales values have increased, say 26 per cent., and 10 per cent. note a decrease. Strikes are reported by three per cent., and their elimination is reported by 22 per cent.

HOUSTON COOPERAGE AND TUB COMPANY PURCHASE PLANT AND EQUIPMENT OF TEXAS BARREL COMPANY

The Houston Cooperage & Tub Company, Houston, Texas, have purchased the entire stock of material and machinery of the Texas Barrel Company, the latter company retiring from business.

The Houston Cooperage & Tub Company will occupy the splendid plant located at 3100 Canal Street, formerly used by the Texas Barrel Company, in which remains all of the machinery and general equipment formerly in use by our predecessors. In addition the company will at once install some new machinery, which will enable them to manufacture a complete line of kegs in all of the different sizes and grades; barrels in the different kinds and grades; ice cream tubs and cabinets; harvest kegs, and well buckets. Later the company will add a line of water coolers.

The plant of the Houston Cooperage & Tub Company, when fully finished, will be the most complete in the State, and will compare favorably with any factory in the entire South. The officers of the company are Jacob Noodleman, president; Joseph Becker, vice-president, and F. F. Fleming, secretary-treasurer.

Logging—The Key to Forestry

By R. D. Forbes

The following article by R. D. Forbes, director of the Southern Forest Experiment Station, was one of the many excellent papers read before the Fifteenth Annual Convention of the Southern Logging Association, held recently in New Orleans. The interest and value of Mr. Forbes' article will, we feel confident, be appreciated by our cooperage manufacturing friends.

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The business of a forester is to grow trees, much as it is the business of a farmer to grow food crops and live stock. The ax and saw are as necessary to the forester as the plough and cultivator are to the farmer. That is why I have called logging "the key to forestry." Unless trees are cut and used by man when they have reached maturity, the forest ceases to make any net growth, because growth of the young trees is offset by decay and death of the old. After all, a virgin forest, such as the majority of you men are cutting today, is making no greater net growth of wood than a piece of former forest land which has been so thoroughly stripped of seed trees that no new trees are coming in. Logging is the only means that we have for turning to man's use the wood which the forester is attempting to grow. The crops which the farmer grows would be of no value to mankind if he ceased his labors as soon as his corn had ripened or his cotton had become loaded down with bolls. The fact that in the case of forest crops America depends, and will probably continue to depend, upon two different sets of men for the growing and the harvesting of its forest crop, whereas the American farmer both grows and harvests his farm crop, makes it all the more desirable that the forester and the logger get together at times to discuss our joint effort.

What Forestry Can Do

Before going into some of these matters which are common to you and to me, let me digress long enough to give you a picture of the conditions which the practice of forestry brings about in the course of years. I sometimes wonder if many of the lumbermen and loggers of the South, who are intent on the business of producing lumber and other forest products from virgin stands, glimpse the real goal of forestry. The typical lumberman now operating in the southern forests came down from other parts of the United States, where he had exhausted his stands of virgin timber, and bought up a large enough acreage of southern pine or hardwoods to justify him in putting up a sawmill of substantial capacity. He figured that in order to cut so many million feet a year for 10 or 20 years, which is the life of an ordinary sawmill and its logging equipment, he needed a certain number of acres of virgin timber, on which were standing at the time he bought them the actual number of board feet required to run his sawmill for that 10 or 20 years. He then put up his mill and proceeded to cut off the virgin timber at about the rate he had anticipated, each year charging off enough depreciation so that at the end of his cut his original investment in mill and logging equipment was paid off, and the value of his stumpage recovered from the sale of lumber.

When the average southern lumberman gets through with the operation which he planned years ago he has more or less money in his pocket, and a tract of cut-over land on his hands, which in some cases has considerable value for farming or other purposes, but which more often is a "white elephant," because it has no young timber on it, and he can not sell it. He must either pay taxes on it each year out of past earnings of his sawmill, or turn it back to the State for the taxes. The majority of you logging superintendents are employed by just such a man as this, and are looking forward to the day, not so far ahead now, when you will have cut the last log your company owns, and will be looking for a new job.

This is the condition which the American method of handling our forests has created, and, as I say, I doubt if any of you have thought of any other.

But contrast with this situation that which one finds in the forests of those older nations which long ago went through the experience we are having, and which were at last forced by a stern necessity to undertake the business of growing more timber. I remember reading somewhere recently of a lumber company in Sweden which had been engaged in logging and lumbering of a kind for something like 700 years, and which had not yet cut its last log, and which never would cut its last log as long as it chose to continue in existence. There are very few companies, indeed, in Sweden or anywhere else, which have had as long a life as this, but there are thousands of lumbermen in other nations who may look forward to a continuous business of cutting the timber which is being constantly grown either on their own lands or the lands of their neighbors.

A Manager Forest

The conditions under which these lumbermen work might be described in terms of our southern forests about as follows. Let us imagine a pine sawmill cutting about 30 million feet of lumber a year, that for 50 years or more has been run with the idea that would continue to saw lumber indefinitely. Instead of having behind it, say on 30,000 acres, 300 million board feet of standing virgin timber, which would be necessary to supply a mill of this capacity with logs for 10 years, our imaginary mill would have 30 million board feet of mature timber, standing on 1,200 acres, and 58,800 acres of unmerchantable young growth, evenly distributed in 49 1,200-acre blocks all the way from seedlings to trees almost of saw-timber size. This is figuring on an annual growth of 500 board feet to the average acre, and a period of 50 years for the maturing of a crop of good-sized sawlogs. This year's cut of logs would come from the 1,200 acres of mature timber; next year's cut from the 1,200 acres of timber which one year from now would be mature; and so on to the cut of the 50th year, which would be obtained from the 1,200 acres now in one-year-old seedlings. The process would then begin all over again. Were this in the northern spruce forests, which are made up of trees of many ages growing side by side, the current year's cut of logs would perhaps not be obtained from 1,200 acres, assuming the same rate of growth for the trees, but might be taken from a few of the largest trees scattered over the entire acreage. In the pine forests of the South, however, it is probably better to grow trees of one age on a given acre rather than to attempt to have all ages mingled together, although it is entirely possible, as I will touch upon later, that we shall want to have two or three ages of timber growing together under certain conditions.

The advantages of the situation I have just described are many, and I am sure that there would be very few southern lumbermen whose woods were not in this condition now, if only they saw a way to put them into this shape without interfering with the production of a fixed number of board feet every year. That fixed number is dictated by the need for meeting interest payments on their timber bonds. The advantages I will sketch very briefly.

Lifelong Jobs, Permanent Communities

In the first place, an advantage to you men personally, I imagine, would be that you would have a life job, provided you wanted it. I mean that there would be no prospect that at the end of 10 or 20 years' hard work with your company you would find yourselves looking for new work, because the company's timber had been cut to the last stick. Since there is always another tree growing to take the place of that which you cut today, there would be always a logging job to be done. The sawmill town in which you live, if not the logging camp, would be a permanent city where you could afford to invest your money in a convenient and comfortable home, which you would be sure of selling at a reasonable price, possibly at an advance over what you paid for it, if at any time you decided to leave. The men under you—the fellows with lots of ambition to make their way in the world—would not be daunted by the thought that by the time they had worked up to a well-paid job they would be thrown out of employment, through no fault of their own. The storekeepers in your town would know that they had there an opportunity to build up through a lifetime of selling at reasonable profits a comfortable surplus with which to meet old age. Your roads and your schoolhouses would be of the most permanent construction, because they would be called upon to serve the community indefinitely. In short, you would have a permanent job in a permanent community.

Where Forestry Saves Money

In the second place, there would be an opportunity either for larger profits from the logging and manufacture of lumber, or a lower price to the people to whom this lumber was sold, which after all would in-

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clude you as well as those in the cities and in the plains country, where no trees grow. This, in part, is because the equipment of the mill, and all of the logging equipment, would not have to be sold for junk at the end of ten years. Repairs would, of course, have to be made currently, as now, but upkeep in first-class condition would not begin to approach the sums now paid out in anticipation of a very limited life for the property. A mill costing $200,000 today would not have to be paid for up to $175,000 of its value out of the profits of the business in ten years, because the sawmill and its equipment at the end of that time would not become junk with a value of only $25,000. It would not be necessary to charge against the years output an original cost for stumpage, such as now runs around $5 to $10 a thousand, but only such costs as are made up by the interest on the investment in land, and the expenses involved in protecting the young growth against fire and other enemies. Finally, instead of taxes on an average for the ten-year period of 150 million feet of mature timber, there would have to be met levies on only 30 million feet of mature growth, plus, of course, those on double the other acreage of cut-over land and young stuff.

Permanent communities and lowered operating costs are the characteristics of lumber production under forestry practice. If these things seem to you, living under present-day American conditions, to be the dream of some swivel-chair philosopher, let me remind you that billions of board feet of the world's lumber are produced under conditions such as these, and that if we have a little vision and a little faith we can slowly bring about those same conditions in America by getting together and discussing way and means, and by investigating the possibilities in the case.

The big job of the particular unit of the Forest Service which I represent, namely, the Southern Forest Experiment Station, is to figure out these possibilities. If you will lend us your ax and saw and your knowledge of how they may be used, we feel confident that in the South here we can eventually produce from one-quarter to one-third of all the lumber which will be needed in the United States for many years to come, and at the same time insure, if not to you, at least to your children and grandchildren, permanent communities.

Please do not misunderstand me in this matter of costs. Lumber produced through the practice of forestry in the United States is bound to cost more than the lumber which for a few more years we can continue to produce from virgin stands. On the other hand, as soon as those virgin stands are gone, the cost of lumber is going to jump to unheard-of levels, unless we at once go about the business of raising more trees.

Growth, Present and Future

It is estimated that cutting as we do now in the United States we are permitting to grow on our forest lands about 6 billion cubic feet of wood each year. That is lumping together in a single unit all of our cordwood, pulpwood, telephone poles, cross ties, piling, etc., as well as lumber. Neither you nor I ever saw a cubic foot of lumber, but it is a convenient measure for statistical purposes such as this. Now if your flatheads in the woods will leave us just a few seed trees to each acre, and if you will join whole-heartedly in the campaign of fire protection which the States, the federal government, and many lumber companies are already pushing, we can produce in the forests of the United States 14 billion cubic feet of wood. Finally, if we foresters at the experiment stations are clever enough to learn in the course of time as much about our American trees as the European foresters have learned about theirs, and if we can have still further help from you when it comes to putting our knowledge to work in the woods, we can raise 27 billion cubic feet of wood in the United States every year. That is only a little bit more than we use and waste today, but we hope that the demands of an increasing population will be gradually offset by a certain amount of legitimate substitution for wood and closer utilization of present supplies by the lumbermen, the secondary wood-using industries, and the public.

How are we going to cut the forests that we have today so that in the future we may produce continuously, year after year, the 27 billion cubic feet that we are going to need. How the South may produce its share is the big problem which the Southern Forest Experiment Station is working on. Let me tell you briefly of the work already undertaken in the four years of the station's existence.

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How Not to Grow Timber

I am sure that you can tell us some of the ways in which we cannot produce this wood. Last winter and spring the Experiment Station made some surveys of cut-over lands in South Mississippi, Central Louisiana and East Texas which certainly proved that it is possible to use the ax and saw in removing our virgin timber in such a way that no valuable forest can reclothe the land for many, many years. In the course of these surveys we counted the standing trees on each side of our compass line for a distance of a chain, and also tallied the seedlings in a narrow strip along the chain. On some areas, which you and I know are typical of many hundreds of thousands of acres not only in the regions named, but in every Southern State, we found mature trees to be practically absent, and seedlings and saplings so scarce and so fire stunted that no merchantable material will come off this land for a hundred years at least. That is, unless the ground is artificially replanted by methods which are also the subject of investigations by the station. Cutting every tree big enough to make an eight-inch log, knocking down the balance with a steam skidder, and then burning up the slash or tops in a dry time, we are thoroughly convinced are the best ways not to produce our share of the 27 billion feet of wood.

Evidently, then, unless we are going to "pass the buck" altogether, and declare that the best way to bring back a new forest to our southern cutover lands is by sowing or planting, in which case a single fire may wipe out an investment of several dollars an acre and leave the land as bare as it was before, it is going to be necessary to leave some sort of trees for seed when we log our remaining southern forests, both virgin and second-growth. I am referring now particularly to pine, since sprout growth in our hardwood forests may save the day for us there. The great advantage of seed trees in a region that still persists in burning the greater part of its forest lands every year, is that the basis for a new forest is being furnished year after year in the form of new crop of seed. Moreover, these seed trees may, under certain conditions, be growing in size and in value at a rate which will make an excellent return on the investment in them. But how many of these trees should be left, and what size must they be? As you know, at Bogalusa the Great Southern Lumber Company is depending on a large number of small trees, or everything below perhaps 10 or 12 inches, for its seed, whereas, the Crossett Lumber Company, at Crossett, Arkansas, is leaving only a couple of trees to the acre, but those averaging around 16 inches. The conditions under which these trees are left are of course quite different, and in fact the species themselves are different, but I simply mention them as illustrations of the difference in opinion which we find in this matter of seed trees.

What is a seed tree?

To answer this question the Experiment Station is trying to find out first what natural conditions of seed, soil, and competing vegetation favor the growth of young trees, that will be produced from them and then how those conditions may be brought about by proper cutting of the preceding stands of timber. Not only are we attempting in our surveys of cut-over lands to find out exactly what effect various numbers of seed trees, of various sizes, will have in the way of natural reforestation, but how fast these seed trees, if left in considerable numbers, will grow into merchantable material. Again, on selected areas at widely scattered points in our territory we are studying over a long term of years the behavior of pine seedlings in competition with scrub oak and other vegetation that threatens to crowd them out, and exposed to such enemies as live stock of all kinds, insects, and disease. Still elsewhere, we are testing various degrees of thinning in young stands, a process which we hope will produce salable cordwood or pulpwood and at the same time increase the rate of growth and the quality of the trees which remain. Probably very few of you here today are cutting any such small stuff as cordwood, but I venture to prophesy that before very many years some of you will be cutting just this small stuff over large acreage.

Foresetry Advice Needed

This is a very brief sketch of the work which the Experiment Station is doing which touches you men in particular. You may be sure that as time goes on, and we begin to find what appear to be hopeful ways of obtaining natural reforestation through careful cutting, we will be coming to you with increasing frequency for advice of a practical kind. From our point of view it is of first importance that we learn how many seed trees and what kind of seed trees are necessary in order to produce satisfactory second growth. But before we endeavor to interest you or any one else in leaving them, we are going to put up to you such questions as how we may preserve these seed trees under modern logging conditions, how feasible it is in logging to avoid damage to young merchantable timber already on the ground, and how practicable it will be to leave a portion of the younger fast-growing merchantable trees for a second cut in 10 or 15 years. In answering the latter question we have already begun to inquire what you think of the relative cost of logging large and small timber, considering the quantity and grade of material you get out of the smaller trees, and how much of a stand it is going to be necessary to have to justify a return over the same ground with a tram road from the big mill or with tractors or teams hauling to small mills scattered through the woods. We hope that you men will be interested enough in this hasty sketch of the South to think about these things, and either make suggestions to us now or answer our questions when we come to you for practical advice and help.

THE ALGERIAN MARKET FOR STAVES

Vice-consul Clarke Vyse, at Algiers, says:

"There is a fairly important market for barrel staves in Algeria. The United States, according to our export figures, shipped to Algeria and Tunis tight staves valued at $324,273 in 1924, and at $114,628 for the first six months of 1925. In 1924, according to incomplete statistics, France supplied Algeria with 3,440 metric tons of staves valued at $138,131, and other countries furnished 9,614 tons valued at $321,313. Figures—not final—show that in the first half of 1925 France supplied staves to the amount of 2,295 metric tons and a value of $124,177. Statistics for the year 1923 record that the United States furnished Algeria with 5,327 tons valued at $275,321; and that France supplied 2,891 tons, having a value of $144,853; Italy, 695 tons; Great Britain, 241 tons; and Jugo-Slavia, 91 tons.

Sizes in Demand—Duties

"Algeria is an agricultural country and its chief crops are grain and wine. As there are neither red nor white oak trees from which to make barrel staves, staves have to be imported, and when the wine crop is large—as is usually the case—the demand is strong. Orders are usually given in August or early September. Stave sizes most in demand are 30 to 34 and 36 to 42 inches.

"The customs duty on staves is 0.75 French francs per 100 kilos (about 220 pounds) when shipped direct or via a French port. If the staves are shipped via any country not entitled to this minimum rate, the general rate of three francs per 100 kilos applies."

STAVE MANUFACTURERS EXPERIENCE LABOR SHORTAGE

The National Cooperage & Woodenware Company, Harrisburg, Ark., is experiencing considerable trouble in the shipment of staves from the woods to the plant because of an acute labor shortage.

MR. FRANK BENTON

It was with extreme regret that we received announcement of the passing of Frank Benton, efficient manager of the Marked Tree Stave Co., Marked Tree, Ark., which occurred on the morning of November 24th, after a very short illness.

Mr. Benton has been identified with the slack cooperage business for 35 years and was widely known and highly esteemed throughout the entire trade. With his many other friends, THE JOURNAL joins in extending to Mr. Benton's immediate family the deepest sympathy in their bereavement and to the Marked Tree Stave Co. in the loss of their most capable manager.

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One No. 2 Trevor automatic heading turner, counter and clamps for 8 inches.
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FOR SALE—About 8,000 acres of white and red oak timber, suitable for tight barrel staves. Address Box 212, Selmer, Tenn.

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FOR SALE—A few carloads of half-size (15 gallons), second-hand, tight herring barrels, with dropped heads. HENRY A. THORNDIKE, P. O. Box 43, Newport, R. I.

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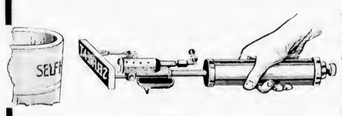

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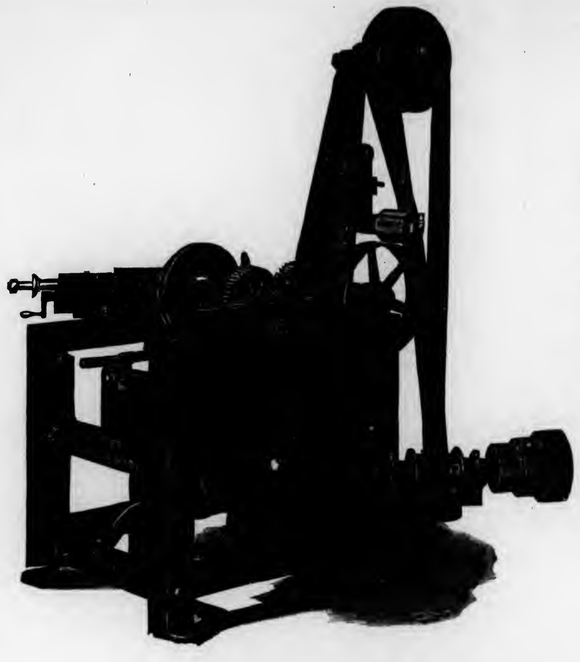

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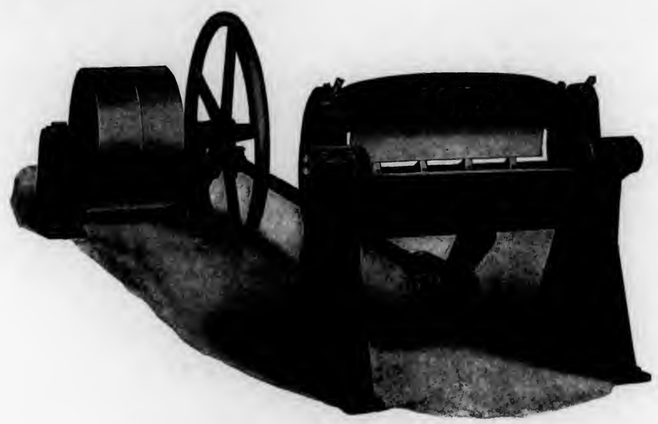

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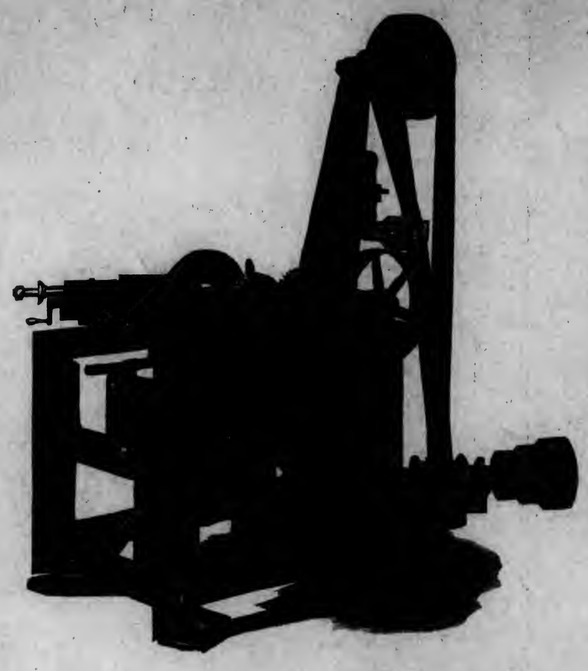

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Strong, Economical, Easily Applied
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CHICAGO—NEW YORK

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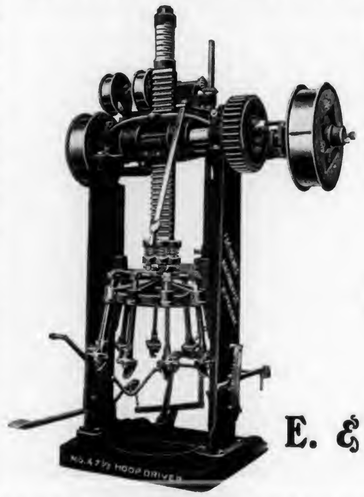

Drives the hoops on oil, vinegar and similar barrels.

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NOTICE

Of interest to all cooperage men is the new booklet now being issued on how to obtain soft-textured stock, free from case-hardening and cracking surfaces — you'll want to look into the remarkable new Softex system of thoroughly drying staves, heading, etc. — the new Softex booklets are ready and we are anxious to send one to you, free. Just tear out this ad, write your name and address on it and mail to us at the address below.

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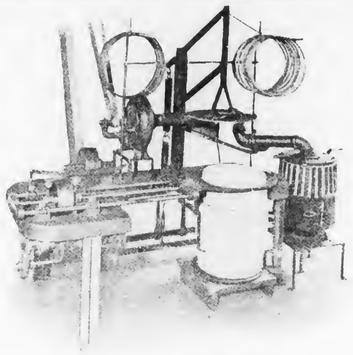

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for heading-up and hooping off all classes of slack cooperage. Repeat orders and the successful operation of every machine sold in various parts of the country, is our history to date.

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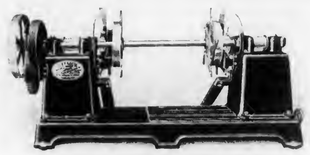

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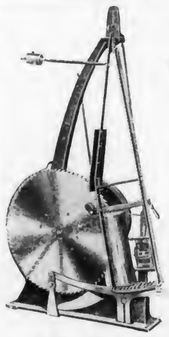

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Complete Plants
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CIRCLE AND FLAT -:- WHITE AND RED OAK

SLACK BARREL STAVES

Superior Missouri-grown timber worked in modern mills by experienced and thoroughly competent "stavemen."

ALL LENGTHS ALL GRADES

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QUALITY : SERVICE
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Manufacturers of

KILN-DRIED PINE AND GUM HEADING

18-in. Chamfered and Crozed Keg Staves

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AIR DRIED & LISTED WHITE OAK, RFD OAK, GUM, ASH & CYPRESS STAVES

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Enormous Factory Capacity
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SLACK BARRELS

that are distinguished by a marked superiority of manufacture and materials

TIGHT KEGS

that deliver their contents in perfect order and command the confidence of careful shippers.

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Barrels and Kegs, Staves, Hoops, Heading and Liners for Domestic and Export Trade

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BARREL
STAVES
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BUYERS AND SELLERS OF

Staves, Hoops
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Promptness is our Motto

GOOD STOCK is what we want to buy
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Red Oak and White Oak
from 9" to 23" in diameter
of the best quality

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Quality and Service Our Guarantee

We have devoted years to the study of slack stave manufacture. The practical knowledge so attained is reflected in the quality of our stock.

CLEAN STOCK—DRIED THOROUGHLY—SHIPPED PROMPTLY

FIELDS-LATTA STAVE CO., Dyersburg, Tenn.

WARRIOR HEADS

means PINE HEADING properly made from Southern Pine by men who know how

Powell Cooperage Co.

Cooperage Stock

MEMPHIS :: TENNESSEE

Any size Heading from 12 inches to 24 inches

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Satisfaction Guaranteed

Matched Cars

We manufacture
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Cottonwood Staves are **our specialty,** but we can supply all kinds of slack cooperage stock.

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The W. M. Davis Stave Company

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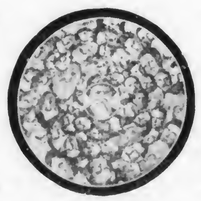

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Lucas E. Moore Stave Co.

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MILLS { Louisiana, Arkansas / Mississippi and Alabama

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For Ten Years THE ASSOCIATED COOPERAGE INDUSTRIES OF AMERICA has promoted harmonious co-operation between the several Groups of the Cooperage Industry, to the end that greater progress may be made by the entire trade.

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We want YOU with us as an ACTIVE ASSOCIATION MEMBER for 1926. We want your HELP and CO-OPERATION to continue the wonderful work that ASSOCIATED EFFORT has accomplished for the WOODEN BARREL!

In ASSOCIATION there is STRENGTH!
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Don't pass on to the next page before making your decision to JOIN US! Sign and mail the attached blank at once! The investment will prove to be the most profitable you've ever made. It will be an insurance on the continued success of your business.

THE ASSOCIATED COOPERAGE INDUSTRIES OF AMERICA

C. G. HIRT, Secretary-Manager.

THE ASSOCIATED COOPERAGE INDUSTRIES OF AMERICA,
B-20 Railway Exchange Building, St. Louis, Mo.

We want to become a member of The Associated Cooperage Industries of America. Kindly send us membership application blank, and all necessary information.

Signature .....

Address .....

Cate-LaNieve Company

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TO build a permanent business the wooden barrel manufacturer must consistently use the grade of stock that will insure his customers buying his barrels because of their constant uniform quality.

We manufacture a grade of stock that is consistently uniform in quality. The steady use of our line of

SLACK BARREL STAVES

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Air dried and Listed

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by slack and tight barrel makers means that they have a working asset of inestimable value. Try a shipment and be convinced.

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sugar, flour, cement, salt, lime, fruit and all kinds of packing barrels.

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Alcohol, wine, oil, syrup, fish, olive and all kinds of barrels and casks for liquids.

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WE HANDLE BOTH DOMESTIC AND EXPORT TRADE

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Chatham, Ontario

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TRADE FORECASTS FOR 1926 INDICATE COOPERAGE INDUSTRY WILL HAVE FINE BUSINESS YEAR

Strong Sales Organization Vitally Necessary to Welfare of Cooperage Trade—E. A. Powell

MEMPHIS, TENN., January 2, 1926.

EDITOR, "THE JOURNAL":

The experience of the cooperage trade during the past year only emphasizes what has been apparent for some time—the probable necessity of intelligent co-ordination between the manufacturing interests to develop new uses for cooperage, to subordinate their desire to operate to the conditions obtaining among consumers, and the full development of sales organizations.

This year has again brought home to us the fact that when ten million staves per month are manufactured, and only five consumed, eventually, production must stop, or the producers go bankrupt.

The enforced shutdowns during the past year make the present situation appear more hopeful, but, considering that operation was only stopped because we had to stop, we deserve no credit for the fact that conditions are temporarily better in our industry.

It will take some months in the new year before any stock of staves or heading can accumulate, so, for the next few months, at any rate, we expect conditions to be fairly good, and we expect buyers to buy with more assurance. After that, what happens will depend upon ourselves. If we produce at a normal rate and do not attempt to overproduce, we should enjoy throughout the year a fairly profitable condition, but if we use no intelligence in our production, our prices will begin to slip, and they won't have to slip very far to be unprofitable, and it is not beyond reason to expect $4 No. 2 staves again before the 1st of July.

Yours very truly,

POWELL COOPERAGE CO.,
E. A. POWELL, *Pres.*

Recent Rains Reduced Production, Assuring a Good Year for 1926—M. L. Sigman

MONTICELLO, ARK., January 1, 1926.

EDITOR, "THE JOURNAL":

While 1925, as a whole, was not as good as we could have wished it to be for us, however, we are not complaining, and instead are looking straight ahead for a good year in 1926.

Our recent heavy rains, which began in September, have served a twofold purpose toward bettering conditions in our particular line. First, we were getting exceedingly dry and suffering for moisture, caused by an almost two years' continued drouth. Our timber supply had begun to suffer for the lack of moisture—in many sections timber had actually begun dying prematurely. This, of course, has been cured by the recent rains and means quite a great deal to our industry in prolonging our cut in both quality and quantity. Second, due to these rains, the production of cooperage material has been greatly reduced, so much so that it has begun to affect prices to the extent that we are now about able to get costs for our product. A little more advance and we will actually be showing a legitimate profit.

If we will all keep up our courage in our undertakings, as well as quality in our products, I see no reason why 1926 will not be a good year in our industry. With very kind regards and best wishes, I am

Yours very truly.

M. L. SIGMAN.

Better Stock Manufacturing Conditions Make for Steadier Market —C. F. Buchele

ST. LOUIS, MO., December 18, 1925.

EDITOR, "THE JOURNAL":

Your interesting letter advising that THE JOURNAL'S January Annual Number, depicting business conditions in the cooperage industry, will soon appear, brings to mind the discussion held by our association some time back on the subject of cycles. Present conditions would indicate that there has been a complete cyclical change since this time in 1924. At that time the supply of stock on hand at the mills seemed to be entirely out of proportion to the demand, whereas we are now facing a condition where we have to pass up orders that would net us a nice, reasonable profit, because we haven't the stock on hand with which to fill them, and very little prospects of securing an adequate supply, at least for several months to come. We believe this condition is pretty general in the South throughout the milling section. It is, of course, to be hoped that manufacturing conditions will improve somewhat, so that the matter of supplying the demand will be more equally balanced and thereby bring about a more satisfactory and steadier market, which is always best for both manufacturer and consumer.

Wishing THE JOURNAL continued success and assuring you that we will be very much interested in your Annual Number, we are

Sincerely yours,

THE GIDEON-ANDERSON CO.
C. F. BUCHELE.

With Present Propitious Conditions 1926 Should Be Good Business Year—Walker L. Wellford

NEW ORLEANS, LA., December 30, 1925.

EDITOR, "THE JOURNAL":

The cooperage business has been very good in volume during the past year, but only in the past few weeks have we enjoyed prices that make you happy.

I can see as far through a shut door as any one else, I presume, but I am not able to forecast 1926 with any feeling of certainty; naturally, I would say that it would be good, because I am optimistic, and yet I have guessed wrong during the past four or five years, so that my batting average is down close to the bottom.

General conditions are good; most all lines of manufacture have pretty good volumes of orders, and with good crops everything points to a good business.

The foreign outlook is not especially encouraging. It will take Europe much longer than America to become normal, and we are not normal ourselves. Deflated money makes it difficult to sell and people are buying as little as they possibly can, still they have to live, and we can expect at least a moderate volume. With kind regards and best wishes,

Yours very truly,

CHICKASAW WOOD PRODUCTS CO.
WALKER L. WELLFORD, *Pres.*

Increased Cost of Substitute Containers Will Mean a Return to Wooden Barrels—C. Heidt

JERSEY CITY, N. J., December 21, 1925.

EDITOR, "THE JOURNAL":

We have found the last quarter of 1925 much better than the preceding period. There has been a general pick-up in all manufacturing lines.

The writer feels that the cooperage business is suffering more from substitute containers than anything else. However, with brisk business we feel that steel and other materials will be compelled to advance prices, as they have been doing business on a very close margin for the last several years. If this occurs we feel that there will be a return to the use of wooden cooperage in a great many cases.

Thanking you in advance for the courtesy of your request and assuring you of our interest in the success of THE JOURNAL, also wishing you a Happy and Prosperous New Year, we are

Yours very truly,

C. HEIDT & SON, INC.
CHRIS. HEIDT, 2D, *Pres.*

Vicissitudes of Cooperage Trade Are Perplexing, but 1926 Outlook Encouraging—O. T. Steudle

ST. LOUIS, MO., December 28, 1925.

EDITOR, "THE JOURNAL":

To us the present situation in producing slack cooperage stock is perplexing. Naturally, there is a reason.

For the last several years, particularly for the last three years, slack cooperage material has been moving in many places at less than replacement costs. Under these circumstances, when the time rolled around early this fall, during which successful logging could be carried on, there was no real incentive to arouse enthusiastic effort in the work. Consequently, the opportune time for logging was let slip by most of us. On the other hand, had we logged early when the sap was still in the trees, we would all have suffered more or less from loss due to deterioration and damaged timber, thus also accumulating additional stock of low-grade material.

Again, the seasons this past year were a little earlier than normal. Under the circumstances cotton especially matured a few weeks in advance of the regular time, bringing in, too, a bumper crop. Owing to the cotton market and its fluctuations, all planters were desirous, even anxious, to get their crops harvested as quickly as possible, resulting most naturally in the securing of labor at all costs with consequent increase in the price of such labor. These wages, in fact, attained the level where they became attractive to everyone who could pick cotton, prices going up to $3.50 per hundred pounds for picking, and a good picker can pick from three hundred to five hundred pounds daily.

This condition materially affected the labor situation, retarding logging to almost a standstill. Shortly after the cotton-picking season the fall rains set in, which have since made logging impractical, with the result that now little or no timber is to be had, and what there is available is extremely expensive, with prospects for obtaining it not very promising.

The law of supply and demand always controls and regulates markets, however, and will without doubt apply in this case.

Prevailing prices on cooperage stock, we believe, are more nearly fair than they have been for some time, and we look forward encouragingly to 1926.

With best wishes for the prosperity of THE JOURNAL, we are

Yours very truly,

MILL SHOALS COOPERAGE COMPANY.
O. T. STEUDLE, *Pres.*

Outlook for 1926 Very Encouraging, —L. M. Connors

SANDUSKY, O., December 31, 1925.

EDITOR, "THE JOURNAL":

The outlook for the year 1926 is very encouraging; we have booked some orders that will keep us busy for some time. We expect to do a nice business this year.

Yours very truly,

THE MICHEL COOPERAGE CO.
L. M. CONNORS, *Secy.*

C. E. Murray Believes 1926 Will Prove Better Than an Average Business Year

DECHERD, TENN., January 2, 1926.

EDITOR, "THE JOURNAL":

The upward trend in the cooperage trade, which started during November, 1925, is still holding its own, especially so far as staves and heading are concerned, and while the market is not yet where it should be to enable the heading manufacturers to make money out of their operations, it has gotten to a point where they can operate without showing a loss.

Weather conditions in the South are not nearly so favorable as they were a year ago. On the logging end of the operation, the rainfall has been rather heavy and the cold weather, something really unusual for the sunny South, has hindered operations to a great extent, consequently, there is little, if any, surplus stock piled up at the mills.

These conditions will make themselves felt sooner or later in the prices of cooperage stock.

We are operating all our plants at full capacity and the stock is moving just as fast as we can get it ready for the cars. These conditions prevail at practically all of the southern mills.

The Florida boom has hurt the cooperage business in all sections of the South, and more especially the Southeast. From the best information I am able to obtain, this boom has now reached its peak and is about right for a toboggan ride down the other side of the mountain. This has already helped the labor situation in the Florida and Alabama manufacturing districts.

The situation in all lines of cooperage looks much brighter for the new year, and with the improvement we have already had, 1926 should be a good average year in the cooperage business. While I do not look for a boom or an extra big year, we will be disappointed if 1926 is not better than an average year. With best wishes for all during 1926, I am

Yours very truly,

C. E. MURRAY.

Cooperage Business Should be Prosperous During 1926— D. H. Katz

CHICAGO, ILL., January 4, 1926.

EDITOR, "THE JOURNAL":

We are of the opinion that business for the next six months ought to show decided improvement in staves of all kinds. We think that the supply and demand have fairly well adjusted themselves and we think it will be a long time before we see such a disproportion in supply and demand as existed last summer. We feel that business will be prosperous next year and are looking forward with confidence to the future.

Yours very truly,

OZARK TIMBER & STAVE CO.
D. H. KATZ.

Don't Look for a Runaway Market, but Believes 1926 Will Be Good Year for Tight Trade—G. I. Frazier

MEMPHIS, TENN., December 21, 1925.

EDITOR, "THE JOURNAL":

Glad to know that you are about to put out another Annual Number. We have looked forward to and have enjoyed all of THE JOURNAL'S special annual numbers very much indeed and have found them very instructive.

In our efforts to determine as far as possible the average situation for next year, the information gathered leads us to feel that 1926 will show a much firmer attitude toward general business, of which cooperage is a part, and while we do not see any signs of a runaway market, we do believe that the next twelve months are going to bring much more real satisfaction to the producer and manufacturers of tight barrel cooperage than 1925 has.

In our opinion, there is not likely to be during the next year an overproduction at the mills, and this will, together with a firm demand, which we thoroughly believe is already taking place, create an adjustment in prices which will be fair and equitable to all concerned in the business.

Very truly yours,

G. I. FRAZIER COMPANY.
G. I. FRAZIER, *Pres.*

Steady General Business Should Mean Satisfactory Demand for Cooperage Trade—B. C. Sheahan

CHICAGO, ILL., December 31, 1925.

EDITOR, "THE JOURNAL":

It appears to us that the year 1926 starts out with a better feeling in the cooperage industry than for a number of years. Both tight and slack stock and packages have been in better demand the past few months at advancing prices, and if there is anything in all the predictions of good, steady general business, this should certainly be reflected in a satisfactory demand for shipping containers.

Thanking you for your letter, and wishing you a Happy and Prosperous New Year.

Very truly yours,

B. C. SHEAHAN CO.
B. C. SHEAHAN, *Pres.*

Expects Better Business in Second-Hand Barrel Trade

ALBERT W. JORDAN, SOMERVILLE, MASS.—The second-hand barrel trade has been going at a slow pace for a rather long time, with only a spurt in demand now and again when a call for some special kind of barrel developed, but lately tight barrels have been in good demand. The call for soft wood heavy barrels has, however, been slight, so that there are big stocks on hand. After the long period of waiting and in view of all present indications and predictions, we feel that we are in for better things now, so far as business is concerned.

Stock Prices Should Be Kept from Soaring to Detriment of Wooden Barrel—W. F. Little

LELAND, MISS., January 1, 1926.

EDITOR, "THE JOURNAL":

The business outlook to us is very satisfactory. The volume of our December business was larger than any month during the year and prices were considerably better than any other month during the year.

The continuous rains we have had in the South for the last three months have put the woods in such a condition that it is almost impossible to get logs out by teams. Logs are already very scarce and we, therefore, do not look for more than a 50 per cent. production in staves during the next six months. With conditions as they are and with the increased demand which we have all felt, we can not help but believe that it is going to make the cooperage business good for the next ensuing six months, at least.

We look for our output to sell for good, profitable prices, and it is our sincere hope that the mill man will *not* allow prices to soar to such an extent that will automatically make the consumer of our product look for a cheaper substitute.

Sincerely hoping that THE JOURNAL enjoys a very prosperous 1926, we are

Yours very truly,

TURNER-FARBER-LOVE CO.
W. F. LITTLE, *Treas.*

A. Campbell Sanders Graphically Outlines Peculiar Characteristic of Cooperage Trade

RAVENEL, S. C., December 16, 1925.

EDITOR, "THE JOURNAL":

All indications at present point to continued good business along cooperage lines for the next few months. At present manufacturing throughout the country in all lines is going on at an unprecedented rate, and consumption is keeping pace with production, with no cloud on the horizon that would suggest a falling off in business.

Prosperity was slow in coming to the cooperage industry, but seems at last to have realized that our industry was one of the laggards in the onward march, and is now boosting us along. It seems a peculiarity of the cooperage industry that its cycles are some months behind the usual business cycles of prosperity and depression. On the upward swing we find fairly large stocks in the hands of the coopers, and as the package is the last thing used in the manufacture or production of any article, so is the barrel the last thing considered by the producer, or his purchasing agent in making his purchases. This, I feel, accounts for the slowness of cooperage stock in conforming to the upward curve of the present business cycle. Whereas, last spring business was well on the way to a prosperous year, the cooperage industry was dead. Anyone who attended the Memphis convention will agree that very little optimism was in evidence. It was during the summer months that the industry got wise to conditions and fell into step with the forward march of general business. In a like manner, I feel that when the highest peak is reached in the trajectory of the present cycle, the consumer of cooperage products will be faced by depleted stocks from which to draw, fewer orders for his products, but the necessity of filling these orders promptly to avoid cancellation. This, I feel, will result in the continuance of a good demand for cooperage stock for several months after the apex for the present cycle has been reached.

Bankers, economists and statisticians all promise us a continuance of good business throughout the winter. Let us hope, however, that the cooperage industry is in for at least six months of active, profitable business, with the possibility of this era of prosperity continuing for a longer period.

Yours very truly,

COLLETON MERCANTILE & MFG. CO.
A. CAMPBELL SANDERS, *Vice-Pres.*

GREETINGS FROM PRESIDENT DAVIS

With the close of 1925 and recognizing the splendid co-operation received from members of our Association during the past year, it is fitting that we extend to each and every member of our Association very best wishes for a most prosperous 1926.

In doing this we respectfully solicit not only the continued and further co-operation of all of our present members in making the Association a bigger and still more valuable organization, but earnestly invite and call upon every cooperage and cooperage stock manufacturer in the entire industry to join us in our work of protecting the wooden barrel and of developing new uses for our trade package to the end that the life of our industry will be properly safeguarded and our individual business prospered. There is an Association campaign now on for increased membership, and we hereby request the influence of all present members in securing the affiliation of those cooperage firms who do not now belong to the A. C. I. of A. The benefits from increased membership will be mutual.

A Happy and Prosperous New Year to each and every member of The Associated Cooperage Industries of America, and to the entire cooperage trade as well, is here extended.

Cordially,
W. M. DAVIS, President.

New Year 1926 Is Starting On Good, Firm Business Basis— C. M. Van Aken

NEW YORK, December 26, 1925.

EDITOR, "THE JOURNAL":

During the month of December there has been a very good demand for cooperage throughout the entire east. Scarcity of coopers in the apple districts makes it necessary to give the coopers employment during the winter in order to have their services during the summer. This makes it necessary for the barrel manufacturer, particularly those manufacturers who are interested in apple barrels, to keep a supply of barrel material on hand during the entire year. Last fall most of the coopers cleaned out their supply fairly well, and during December they have been ordering material to keep their coopers busy during the winter. While these orders have been scattered, they have, in the aggregate, made a pretty fair movement of stock. Then this, coupled with the fact that various other lines of business have been using a normal amount of barrel material has made the December business, as we have said, one that we could not complain very much about as far as volume is concerned.

It is always gratifying to have December a good business month, because during the past few years there has always been some months of the year when business has not been good. Therefore it is the month of December which is very often the pivot that brings the volume up to or drops it below par, so it can readily be seen why a good volume of business in December is very attractive.

It looks as though we are now going to start the new year on a good, firm business basis, and if we can have the new year do as well by us on a whole as the retiring year has done, we will have but little opportunity for serious complaint.

Yours very truly,

C. M. VAN AKEN COOPERAGE CO.
C. M. VAN AKEN, *Pres.*

Watson Eastman Looks for 1926 To Be as Good or Better than 1925

PORTLAND, ORE., December 18, 1925.

EDITOR, "THE JOURNAL":

Business with us for 1925 has been considerably better than 1924, and it looks to us now that the coming year will be as good or better than 1925.

Yours very truly,

WESTERN COOPERAGE CO.
WATSON EASTMAN, *Pres.*

Plant Running Full Time and Sold Ahead for Two Months

TUNIS, N. C., December 18, 1925.

EDITOR, "THE JOURNAL":

We are running full time and we are sold ahead for two months and have inquiries covering heading beyond two months' period. Prospects for next year look very favorable.

Yours truly,

TUNIS HEADING AND STAVE COMPANY.

Log Shortage a Handicap, but 1926 Will Be a Better Year than 1925—J. W. Donaldson

ST. LOUIS, MO., December 31, 1925.

EDITOR, "THE JOURNAL":

It is our opinion that 1926 will be a much better year for the manufacturer in shipping stock than 1925 has been.

For the past two or three months we have had considerable trouble in keeping our operation going. Other mills in our territory have done much better than we have. At present there isn't a very good supply of logs on hand or in sight. The lumber manufacturers are in the same condition in regard to their log supply, and there is quite a lumber shortage, especially in hardwoods. Gum is very high—100 per cent. higher than it was six months ago. And for this reason the lumber manufacturers are after every available gum log. It will make it pretty hard for the stave manufacturer as long as this condition exists, as there will be no cheap logs.

Wishing THE JOURNAL and its entire staff a Prosperous and Happy New Year, we are as ever,

Cordially yours,

THE VAIL-DONALDSON CO.
J. W. DONALDSON.

H. H. Elliott Looks for Steady Business During Next Few Months

WINCHENDON, MASS., December 31, 1925.

EDITOR, "THE JOURNAL":

Business during the closing months of this year has been dull as compared with the two previous months, but we are hopeful of a very decided improvement during the early months of the new year, knowing that a number of orders will be placed with us for new equipment by customers who are operating under a budget system.

While we do not consider that a large backlog of orders will be accumulated, we believe that business will be quite steady for the next three or four months.

Yours truly,

GOODSPEED MACHINE COMPANY.
H. H. ELLIOTT, *Secy.-Treas.*

Cooperage Trade Will Share in Continued Prosperity—M. R. Weddell

CHICAGO, ILL., January 8, 1926.

EDITOR, "THE JOURNAL":

We are glad to say that collections are good, the trade is not overstocking nor allowing stocks to be depleted—all of which indicates a healthy condition.

The general business of the country from all reports appears to be a continuation of the prosperity of 1925—a sane, orderly development based on fundamental values.

Cooperage products undoubtedly will share in the forward movement, and the Redlich Manufacturing Company is glad to give to THE JOURNAL—the valued publication of the cooperage trade—this expression of confidence. Our best wishes for 1926.

Sincerely,

REDLICH MANUFACTURING CO.
M. R. WEDDELL, *Pres.*

Tight Stave Demand Has Improved and Prices Advanced—T. J. Walbert

BATESVILLE, ARK., January 1, 1926.

EDITOR, "THE JOURNAL":

The demand for cooperage material, such as we produce, is improving and prices have advanced to some little extent during the past sixty days.

We have discontinued the manufacture of tight barrel heading of any description and do not expect to produce but moderate quantities of tight barrel staves.

Yours truly,

MOUNT OLIVE STAVE CO.
T. J. WALBERT, *Pres.*

L. J. Rabner Expects a Large Business During 1926

DANBY, VT., December 31, 1925.

EDITOR, "THE JOURNAL":

We feel that we have not been in business long enough to take any part in forming the barometer for the outlook of the cooperage business. Being only a little over two years old, we have, however, built up a nice little plant, and have done some nice business.

From all indications, we expect a large business in 1926, although at this time it is very slow, our business coming principally from lime companies and apple orchards.

Yours very truly,

MOUNT TABOR COOPERAGE CO., INC.
L. J. RABNER.

Increased Sales of Barrel Machinery Indicate Promising Business for Cooperage Trade In 1926

PHILADELPHIA, PA., December 23, 1925.

EDITOR, "THE JOURNAL":

We find that there has been a decided impetus to the sale of barrel-washing machines, hoop drivers and bung borers during the last few months, and think that the wooden barrel is to be a big factor in next year's business. We are looking forward to doubling our sales during 1926 on the inside and outside barrel-washing machine and the heavy standard machine.

Wishing THE JOURNAL success and prosperity for 1926, we are

Yours very truly,

WEIMAR ENGINEERING WORKS.
M. P. WEIMAR, *Pres.*

Thos. A. Walsh Expresses Hope 1926 Will Justify All Expectations

PITTSBURGH, PA., December 18, 1925.

EDITOR, "THE JOURNAL":

Our business at the present time is rather quiet. We are very hopeful for a much better business during 1926. Everybody seems to feel that way about it, and we hope conditions will justify the optimistic feeling that prevails at this time.

Yours truly,

MORRIS WALSH SONS.
THOS. A. WALSH, *Pres.*

Wooden Barrel Is Still Holding Its Own. 1926 Will Be Prosperous Year—E. B. Holmes

BUFFALO, N. Y., December 16, 1925.

EDITOR, "THE JOURNAL":

We are glad to report business very good, indeed. The outlook for the coming year is most encouraging.

While there has been for some years a more or less pessimistic view as to the future of the wooden barrel, we think that if all the cooperage trade will "tune in" properly they will find that the wooden barrel is still holding its own, and its many advantages are being "broadcast" from all corners of the earth.

The general prosperity cited for our country in the coming year, we are confident, will bring to the cooperage industry its full share.

Yours very truly,

E. & B. HOLMES MACHINERY CO.
E. B. HOLMES, *Pres.*

Demand for Barrel Sprayers Is Keeping Factory of Eureka Machine Company Busy

CLEVELAND, O., December 22, 1925.

EDITOR, "THE JOURNAL":

We are pleased to state we are keeping very busy at our factory. We are now offering a new small-size cooperage coating spray, which is proving a wonder where concerns do a medium amount of coating or lining their wooden packages.

This spray outfit is cheap in price, small, and economical to operate, and will coat from 500 to 600 packages per day. We look for very busy days ahead.

With best wishes for a most successful and prosperous year, we are

Yours very truly,

EUREKA MACHINE CO.
GEO. E. SHERRER.

Business Has Picked Up to Gratifying Extent—A. R. Teal

ROCHESTER, N. Y., January 4, 1926.

EDITOR, "THE JOURNAL":

The past year has been quite slow with us, but just lately business has picked up to a gratifying extent, and we are very hopeful for the future, although we expect the improvement will be gradual. With best wishes, we remain

Very truly yours,

ROCHESTER BARREL MACHINE WORKS.
A. R. TEAL, *Pres.*

Farmers Diversifying Crops Keep Truck Barrel Makers Awake

LITTLETON BARREL CO., BLOXOM, VA.—We have bought our 1926 requirements of materials so far as factory room will permit. As to trade, the outlook is fair. Farmers are diversifying their crops more than in the past years. Collections for this year have been satisfactory.

Stock Manufacturers Look Forward to Prosperous 1926—James Innes

CHATHAM, ONT., December 22, 1925.

EDITOR, "THE JOURNAL":

The year 1925 has been one of ups and downs for the manufacturers of cooperage stock. Some of them, especially the more conservative manufacturers, have made money. Some have practically gone out of business, and very few of the dealers have come out on the right side of the ledger.

Prices started in, in 1925, on a fairly remunerative basis. No. 1 staves ran from $13 to $14, and No. 2 staves about $7 f. o. b. cars Arkansas points. Prices, however, fluctuated and declined, until the lowest point was reached in August, when No. 2 staves were offered at $5, and under, and No. 1 staves at $12.50. From then on, things began to improve a little, until this month staves are fairly firm at from $15 to $16 for No. 1's, and $7.50 to $8 for No. 2 staves. These prices, however, are a little higher than the consumers feel they should contract at, but we do not look for very much of a slump for some time to come.

Pine heading, 17⅛ inches, which got down as low as 5½ cents at the mills—in fact, some was sold as low as 5 cents—has also recovered, and is now quoted at from 7 cents to 7½ cents; other sizes in proportion.

Hoops, which were a drug on the market the early part of the year—in fact, most of the year hoops were sold at a low price—also took a strong upward turn in the fall, and now are on a very satisfactory basis. If they can only be kept up at present figures all will be well. Elm hoops, however, are not used the same as they used to be, the iron and wire hoops having succeeded them to a great extent, so that the price has affected the production, more than any other line in the cooperage business.

Consumers show some reluctance in contracting ahead at present prices. The holiday season, of course, has something to do with this, but there seems to be a general feeling that prices are a little higher than they should be at the present time. This opinion, however, is not shared by the manufacturers. They figure that they ought to get at least present prices for future delivery in order to enable them to make a reasonable margin of profit.

Production has been light during the last three months on account of unfavorable weather conditions in the South. In Canada the cut was light this year—much lighter than usual. The cut for 1926 in Canada promises to be considerably more than in 1925. This, however, will be governed a good deal by the market for hardwood lumber, which lumber has been a little quiet for the last three or four months, but is picking up at the present time and stocks are being rapidly depleted. If prices of hardwood lumber are better than what can be obtained proportionately for staves and hoops, a lot of the elm will go into lumber.

The production of poplar and birch staves in Canada is increasing rapidly, and this year it looks as if there will be considerable available for export, either to the United States or to foreign countries.

The manufacturers here are a little more cheerful than they have been, as they are getting rid of their stocks at remunerative prices. At the present time there is very little stock accumulating and what business has been booked for the future has been done on about present basis of prices.

The tight barrel business throughout 1925 has been much more stable than the slack barrel trade. Prices have not fluctuated to such a great extent and the tendency throughout the year has been upward. The export business has been good, the mills being able to ship stock just about as fast as it was ready for the market. So the prospects, both for the slack and tight barrel business during the coming year, are much better than they were a year ago, and the manufacturers are, therefore, looking forward to a prosperous business in 1926.

Wishing THE JOURNAL and its entire staff a Happy and Prosperous New Year, we are

Yours very truly,

THE SUTHERLAND-INNES CO., LTD.
JAMES INNES, *General Manager.*

Secretary Hirt Sees Cooperage Industry Entering 1926 with Prospects for a Successful Business Year

ST. LOUIS, MO., December 21, 1925.

EDITOR, "THE JOURNAL":

The cooperage industry will enter 1926 with a better outlook for a successful year than has prevailed for some time, in view of the steady improvement in business generally throughout the country.

Some of our foremost industrial leaders and financiers are taking a very optimistic view of the future and predict an era of unprecedented prosperity.

The cooperage business during the early part of 1925 was of a rather uncertain and sluggish nature; developments in the trade, however, during the latter part of the year, have been more satisfactory and give grounds for renewed confidence and encouragement for the future.

Of course the extent to which wooden barrels are used depends entirely upon the requirements of the various industries for the packing of their products. However, in view of the favorable opinions expressed by prominent business men indicating a greater commercial activity for 1926, the cooperage industry can well look forward to a prosperous new year.

With best wishes for a Happy and Prosperous New Year, I remain

Yours very truly,

C. G. HIRT, *Secy.-Mgr.*,
The Associated Cooperage Industries of America.

Trade Good—Outlook Favorable

R. H. SMALL, SOUTH HARWICH, MASS.—As to present trade, it is good, and the outlook for future business is very favorable.

Volume of Business Continuing with Prices Satisfactory. 1926 Should Be Prosperous—Geo. E. Wilson

SAGINAW, MICH., December 31, 1925.

EDITOR, "THE JOURNAL":

It is a pleasure to us to send THE JOURNAL New Year's greetings, and we look forward with equal pleasure to its coming January Annual Number, as we do not doubt but what your Annual, like the new year, will bring to us "good tidings of great joy."

We, like many others, are looking forward to a prosperous new year, and believe that we are justified in predicting much better results for all of us during 1926 than the year 1925, which is now bidding us "adieu," has yielded, although the latter end of the present year has certainly helped to compensate for the poor business in the early part of the season. At present writing the volume of 1925 business seems to be continuing fairly steady, with satisfactory prices.

Again wishing THE JOURNAL and all its readers a Happy New Year, we beg to remain,

Yours very truly,

WYLIE & WILSON, INC.
Per GEO. E. WILSON.

Co-operative Working on Statistics Will Prove Valuable to Cooperage Industry—V. W. Krafft

ST. LOUIS, MO., December 23, 1925.

EDITOR, "THE JOURNAL":

As to a trade letter for THE JOURNAL'S January Annual, I believe a comment on a recent development in the industry is especially pertinent at this time.

I have reference to the spirit of awakening throughout the industry to the positive need of comprehensive data and statistics being available to permit of an industry to attain the degree of stabilization necessary to its prosperity. It is a good sign, and if it results in the degree of co-operation which is hoped for, it will operate for efficiency under the conditions existing in the industry.

The uncertainty of the operating situation presents the opportunity for comprehensive statistics to prove their definite value to the most skeptical. With all good wishes, I remain

Yours very truly,

KRAFFT COOPERAGE COMPANY.
V. W. KRAFFT, *Pres.*

No Reason Why 1926 Should Not Prove as Good Business Year as 1925—H. R. Huntington

ST. LOUIS, MO., December 31. 1925.

EDITOR, "THE JOURNAL":

From present indications we see no reason why the year 1926 should not be equally as good from a business standpoint as the year just closing.

With best wishes for the future of THE JOURNAL, I am

Yours very truly,

THE SANDUSKY COOPERAGE & LUMBER CO.
HOWARD R. HUNTINGTON, *Pres.*

Wood vs. Steel in Linseed Oil Shipments Important Subject for Consideration—V. A. Acer

BUFFALO, N. Y., December 16, 1925.

EDITOR, "THE JOURNAL":

At the present time the trade in linseed oil is a little bit quiet. This quietness is seasonable, but is helped out to a certain extent by the fact that the paint and varnish demand was considerably curtailed this fall on account of the very bad weather experienced all over the country. After January 1st a decided improvement is looked for, as the paint and varnish trade, who use the greater part of linseed oil and almost all that is shipped out in cooperage, will be making up spring stocks, anticipating a better than usual spring business and also anticipating making up in the spring for the business they should have had this fall.

The demand for shipments of linseed oil in steel drums in place of wooden cooperage seems to us to be the most important factor for consideration of your readers. These light-type drums are a comparatively new thing, but the demand for them for linseed oil shipments is growing by leaps and bounds.

Very truly yours,
SPENCER KELLOGG & SONS, INC.
V. A. ACER, *Sales Manager.*

Many Flour Users Prefer Shipments in Wood Barrels Because of Its Re-Sale Value—E. S. Decker

MINNEAPOLIS, MINN., December 23, 1925.

EDITOR, "THE JOURNAL":

We had an excellent crop of spring wheat in the Northwest this year and by judicious selection of the better and stronger grades of wheat, our company is fortunate in having to offer to the trade a highly satisfactory flour that is building business everywhere. Weather conditions during the growing crop were adverse and reduced the volume of the crop turned out, but the quality is good.

Our flour business has been satisfactory this fall, and on account of winter wheat flour prices being close to a price parity with spring wheat flours, the latter have succeeded in securing a position representing a large volume of business in the large markets of the country.

Competition in the flour-milling industry is very keen, due to the excess milling capacity as compared with domestic consumption demands.

Export trade is limited sufficiently so that most mills are unable to run at full capacity throughout the year and, in fact, are forced to work hard for every order in competition with the many other mills seeking the business.

The tendency in the baking industry has been toward the combination and merging of bakery units into large corporations. These combinations have increased buying power and can successfully meet the competition of smaller bakeries in the large, heavily populated markets.

The family flour business continues to be an important part of our sales, though we, of course, continue to sell a substantial percentage of our to the baking trade direct. Flour is shipped in wooden barrels for the family trade in some localities, though, as you know, it is rather limited as compared with the demand for this package some years back. We still have customers in New England and some in the middle western States who prefer to have the flour come in barrels so they can have the barrels to use for other purposes when the flour is used up.

The rapidly fluctuating market prices for wheat have made it very difficult for flour buyers to know just when they should come in for orders, and the trade in general is bewildered at times as to just what the future trend of the wheat market will be.

There is evidently a very short crop of wheat in Argentina, and while the short crop in this country was largely made up by the surplus made in Canada, there still seems to be a feeling, especially among foreign buyers, that there is a possibility of a wheat shortage before the end of the crop year. For this reason European importers especially have been active supporters of the market at various times, and wheat prices are now considerably higher than they were in September and October.

We hope the above is what you had in mind and will be the information you sought. Also hope that THE JOURNAL'S January Annual Number, including Trade Symposium, will be a success in every way.

Very truly yours,
RUSSELL-MILLER MILLING CO.
E. S. DECKER, *District Sales Manager.*

Linseed Oil Industry Will Benefit from 1926 Prosperity of Paint and Varnish Trade—H. W. Galley

NEW YORK, December 23, 1925.

EDITOR, "THE JOURNAL":

Trade in linseed oil has been rather dull during the last three months of this year as compared with former years, due mostly to market conditions, but our principal consumers—the paint and varnish manufacturers—are looking forward to a very busy time during the first six months of 1926. This will mean that the consumption of linseed oil will be very heavy, and we are expecting very good business for at least the first half of the new year, and we are planning our production accordingly.

We trust this short letter will serve your purposes and appreciate this opportunity of assisting in THE JOURNAL'S January Annual.

With best wishes for a prosperous year, we remain

Yours very truly,
AMERICAN LINSEED COMPANY.
H. W. GALLEY, *Sales Manager,*
Linseed Department.

Business Exceptionally Prosperous

WUELFING COOPERAGE CO., CHAS. WUELFING, SECY., BOUND BROOK, N. J.—Business has been exceptionally prosperous for the last quarter, and the outlook for 1926 is very promising. I do not use any new material, as I do only a brokerage business. Happy New Year to THE JOURNAL.

Walker L. Wellford Becomes President of Lucas E. Moore Stave Company

A radical change in the operation of the Lucas E. Moore Stave Company, one of the leading stave and hardwood lumber concerns of the South, is announced as the result of a recent reorganization meeting held in New Orleans, the result being virtually a joint operation of the company with the Chickasaw Wood Products Company, headed by Walker L. Wellford, who has acquired a large interest in the Lucas E. Moore Stave Company. The official announcement was made in a circular letter issued from the New Orleans office of the company under date of December 22d, as follows:

> Owing to the death of Lucas E. Moore, of New Orleans, and therefore the necessity of rearranging operations, it has been determined to move the executive offices of the company near the operations.
>
> W. K. Knox will be chairman of the board of the company as reorganized, and will continue his residence in New York. Walker L. Wellford, of Memphis, Tenn., will be president of the company, and after January 1st the executive offices will be located at Station C, Memphis, Tenn.

The other officers of the company are: W. R. Foley, vice-president, Memphis; Harry A. Wellford, secretary, Memphis, and Marion R. Wellford, treasurer, New Orleans. President W. L. Wellford states that while the corporate identity of the Moore company will be preserved, its operation and that of the Chickasaw Wood Products Company will be conducted under a joint management, which will enable considerable economies to be effected. Mr. Wellford said that it was not yet determined what changes would be made in the operation and personnel of the Lucas E. Moore Stave Company, all of which remained to be settled, except that the executive office at New York, in charge of President Knox, would be closed. The offices of the two companies in New Orleans, however, will be consolidated, and will be located in the present quarters of the Moore company, with Marion R. Wellford in charge. The executive business of both companies will be conducted by President Wellford from the head office in Memphis, where he will reside, although, as heretofore, he will spend considerable of his time at the New Orleans office, which will actively conduct the details of the business in the New Orleans territory

E. B. Holmes President Buffalo Club

Edward B. Holmes, president of the E. and B. Holmes Machinery Company, 59 Chicago Street, has been elected president of the Buffalo club for the coming year. Other officers elected are: First vice-president, Louis L. Babcock; second vice-president, James N. Byers; third vice-president, Horace F. Taylor; secretary, Richard L. Ball; treasurer, Dean P. Nott.

Optimism Tempered with a Sprinkling of Caution Will Continue High Level of Prosperity Over 1926

Dominant factor in favorable outlook is country's increased productivity

HERBERT HOOVER, Secretary of Commerce

Any business forecast must be simply an appraisal of the forces in motion at home and abroad, for and against progress. All signs indicate that if we will temper our optimism with a sprinkling of caution we shall continue our high level of prosperity over 1926.

The United States has produced and consumed more goods in 1925 in proportion to population than ever before in its history. Our standard of living has, therefore, been the highest in our history and is, of course, the highest in the world. This improvement, however, has been greater in the urban centers than in agricultural communities.

The dominant favorable factor in our outlook is our increased productivity, due to fundamental and continuing forces—such as the cumulation of education, the advancement of science, skill and elimination of waste. Other favorable indications on the immediate horizon are that the stocks of commodities are moderate; there is employment for practically everyone; real wages are at a high level; savings are the largest in history, and capital is therefore abundant; and the whole machinery of production and distribution is operating at a higher degree of efficiency than ever before. While wholesale prices for the year as a whole have averaged about 6 per cent. higher than for the previous year, it is largely due to needed advance in prices of agricultural products.

Certain Phases of Situation Require Caution

There are some phases of the situation which require caution. Continuation of real estate and stock speculation and its possible extension into commodities with inevitable inflation; the over-extension of installment buying; the extortion by foreign government-fostered monopolies dominating our raw material imports; the continued economic instability of certain foreign countries; the lag in recovery of certain major agricultural products; the instability of the coal industry; the uncertainties of some important labor relationships—all these are matters of concern. But, as said above, with caution we should continue a prosperous year over 1926.

Improvement in Waterways Means Much to Those Engaged in Agricultural Pursuits

Agriculture, while it is better than it was two years ago, still leaves the farmers with much accumulated debt, and generally has not gained a stability that makes for contentment, because its basic economic problem of market is unsolved. Also it suffers from continued distortion in price relationship of the middle west to the competing foreign countries, because our transportation costs to seaboard have had to be increased more than those of its foreign competitors. The projected enlarged program of improvement in waterways is of great importance in this matter.

Construction Big Part of Business Activity

The construction industries have played a very large part in the high business activity of the past three years. The volume of construction has been unprecedented during the past year with consequent great activity in the construction-material industries, iron, steel, lumber, cement, etc. Contrary to normal expectations this increased demand has not increased prices, for there has been a slight reduction in building costs due, in a large measure, to the gradual lengthening of the building season. The increasing Federal, State and municipal public works programs for next year, together with the promise of large electrical and railway extension and improvement, indicate a continuing demand for heavy construction. While it might be thought that the war deficiency in housing has been overcome, yet the high real wage in industry creates a demand for better housing and this condition, combined with the migration to suburbs due to the motor, promises to continue as long as employment remains general. We could hardly expect so exceptional a construction activity to repeat itself, but there will be a large volume in any event.

In transportation, our railways are giving the best service in our history and are recovering in average earnings to near the Interstate Commerce Commission standard of earnings of five and three-fourths per cent. There is some improvement from the acute depression in the shipping world; and progress has been made in plans for internal waterway improvement. The electrification of the country has made further great strides during the year toward central generation and interconnection. There has been some pyramiding of power holding companies, much criticized within the electrical industry itself, but the solid progress of the industry is marked by the extension of use of electricity with all its economies in production of goods and saving of labor. Furthermore, taking the country as a whole, there has been a reduction in rates for power and light, indicating that the public is securing benefits from the economies introduced in production of electricity, all of which spells increased satisfaction for the host of power users.

Export Trade During 1925 Satisfactory

Our foreign trade in 1925 has been exceptionally satisfactory. Both exports and imports have risen materially, the former reflecting an increase in agricultural exports and the latter reflecting the large demand for foreign raw materials and tropical foodstuffs. Exports will total around $4,900,000,000, or about 7 per cent. more than in 1924. Imports will amount to about $4,200,000,000, or approximately 17 per cent. more than in 1924. Roughly, one half of this increase in both exports and imports is attributable to greater quantities exported, and the remainder to advance in prices. The major explanation of our favorable trade balance is, of course, to be found in the continued heavy investment of American capital abroad; in essence we are lending foreigners the wherewithal to buy goods from us, or are sending goods to convey our investments abroad. It is probable that the final figures will show that this country has added to its foreign investments during the year by more than a billion dollars.

The most remarkable thing about the foreign trade of the United States is that, after making allowance for the higher level of prices, both exports and imports are much greater than before the war, in contrast with the quantitative decrease in the trade of the other foreign countries engaged in the war. According to British calculations the exports of that country were in physical volume nearly 25 per cent. less in 1925 than before the war, and Germany's exports have fallen off still more. British imports are practically at their pre-war level, and those of Germany materially below it.

Foreign Field Promising for 1926

In the foreign field as a whole the situation is more promising than at any other time in twelve years. Each year one nation after another abroad gains in economic and fiscal stability, in production and in employment.

In fact, no one in 1919 would have believed that so great a measure of recovery would be attained in Europe by 1925—a proof of a high quality in European statesmanship.

On the whole, both our own country and the rest of the world face a more favorable outlook at this turn of the year than for a long time past. We, ourselves, however, need to be on our guard against reckless optimism. What we need is an even keel in our financial controls, and our growing national efficiency will continue us in increasing prosperity.

The National Coopers' Journal
Devoted to the Cooperage Industry

ESTABLISHED 1885

Associated Cooperage Industries

PUBLISHED MONTHLY
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M. E. DOANE
EDITOR

J. A. MURPHY
BUSINESS MANAGER

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will be furnished on application. Copy for advertisements should reach us not later than the 15th of the month to insure insertion in the following issue. Changes in advertisements should reach us not later than the 20th of each month.

CORRESPONDENCE

The columns of The National Coopers' Journal are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

IMPORTANT ARTICLES IN THIS ISSUE

Editorials.
Trade Forecasts for 1926.
Full Association Membership Would Build Powerful Protective Organization.
Steel Substitute for Rosin Barrel Does Not Impress Naval Stores Producers
Paint and Varnish Superintendents Oppose Steel Drum for Naval Stores.
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Distribution Conference Holds Successful Meeting.
Necessity for Industrial Statistics.
Optimism Tempered with Caution Will Continue Prosperity Over 1926.
Rotterdam Market for New and Second-hand Barrels.
London to Have Oil Show—Wooden Barrel Should Be Exhibited.

In a New Dress the Journal Extends Greetings

BOWING to the sane urge for standardization, THE JOURNAL, at the beginning of this prosperous new year, 1926, greets its trade—the Cooperage Industry—in a new dress, the advantages of which, we feel confident, our many advertising and reading friends will not only quickly acknowledge, but heartily endorse.

In the way of concentrated advertising value, display effectiveness and ease in handling while reading, the new size will, we know, commend itself immediately, and at the same time allows THE JOURNAL a greater opportunity to serve in the way of handling standardized cuts, advertising copy, etc.

While it is ever a wrench to part with the form that first embodied a cherished ideal, there is, nevertheless, a new vigor and a reinforced interest engendered in laying hold of the new that more than compensates for the parting, and this new vigor and reinforced interest in the welfare of the cooperage industry and in service to the wooden barrel THE JOURNAL feels at this time, when, after forty-one years of laboring in the cooperage field, it sends forth with best wishes for a prosperous business year, its January, 1926, Annual.

Shall the Cooperage Industry Go Forward During 1926? The Way Is Open

THE JOURNAL again urges its trade to consider its own prestige and importance to the industrial and manufacturing life of the country, to realize the wonderful business asset it has in the wooden barrel and to band itself into a single working unit that will have for its final and permanent achievement, not only the recovery of the greater part of the business now lost to the wooden barrel, but will open up and establish such new markets for the barrel as will spell tremendous prosperity and increased life for every branch of the Cooperage Industry.

THE JOURNAL esteems the cooperage industry highly. We know that our trade has within itself a saving power that, if galvanized into united action, would sweep the wooden barrel demand on to amazing heights.

1926 is before us. What are we going to do with it so far as fighting for our trade package is concerned? Every cooperage man's business depends upon the continued use of the wooden barrel, and every cooperage and cooperage stock manufacturer must do his full share of supporting if desired results are to be obtained.

Let us make 1926 a gala year for the wooden barrel. It can be done! How? See page 9.

With Production in Hand and Market Stabilized Cooperage Industry Will Have Prosperous Year

EXPRESSIONS from cooperage and cooperage stock manufacturers throughout the entire industry, machinery manufacturers and allied trades, as carried in our Trade Symposium in this issue, indicate a larger and more profitable volume of business during the year to come. The wet weather in the South has proved a boon to stock manufacturers, in that it prevented a loss through the drying out of timber, at the same time holding up production at a period when the market required stabilization. There does not appear a discordant note in the reports received from the trade, everyone believing that the cooperage industry will enjoy a better than average year during 1926, provided, of course, certain business fundamentals are adhered to. There must not be a rush to overproduce at the first sign of good business, economy in manufacture must be the rule of the day, while the sales and publicity activities of the trade should be so organized that the greatest good will accrue to the entire industry.

In general lines, business writers and business executives throughout the country are voicing their satisfaction over the business year of 1925 and the favorable outlook for 1926. As one writer expresses it: "Not since the beginning of the century have people been so satisfied with affairs and so prosperous as now."

Business today is on a sounder foundation that at any time since the beginning of the reconstruction period after the war, and it would be quite a problem to discover any factor in the immediate future that would have a tendency to retard progress and improvement during the months to come.

That the cooperage industry will share in the general good business is a surety which it is encouraging to note our trade not only recognizes, but is planning to take full advantage of.

The Fallacy That Is Working Havoc with the Wooden Barrel

FOR years and years the Cooperage Industry has talked "quality" as a means of holding trade for the wooden barrel, and, while a quality barrel will hold trade, "quality" has long since failed to be the one and only requisite for that purpose.

Under the pressure of modern progress the question of publicity and sales has far outrun any other one single activity or virtue in the matter of protecting industries and increasing business.

There is no manufactured product today that can face and withstand the concentrated fire of competitive business life without the steady, persistent, increasing and extending power of publicity. It is the armor that shields at the same time that it is the transparent wrapping through which the quality, value and superiority of the product advertised is allowed to shine forth, rivet the attention, convince the buyer and clinch the sale. Without publicity today, the best of any product will, day by day, find it more difficult to hold its markets and to increase its use.

The Cooperage Industry is heir to the one and only characteristic shipping package in the world—the wooden barrel. Its trade package is unique in every way. It is known and respected throughout all lands and we doubt if ever a user discontinues its use without a feeling of sincere regret. But for lack of Adequate Publicity and Sales Activity, the wooden barrel is being pushed from its rightful fields—not because the barrel has lost any of its virtue as a shipping package, or because its quality has not always been "above reproach"—but because the trade of which it is the foundation has failed to give to it the publicity support which every substitute manufacturer is generously allowing his container.

At the beginning of this prosperous new year, 1926, a view of existing conditions is afforded the Cooperage Industry so far as inroads of substitute containers into wooden-barrel fields are concerned, that should galvanize each and every member into unflagging effort on behalf of their trade package and in the same manner as the substitute man is going after his business—by advertising.

What are the substitute men doing? They are calling attention to the advantages which they believe the steel drum, wooden box, bag and sack, fiber container, etc., has as a shipping package. They are driving these believed advantages home to the minds of package users by continuous and intelligent publicity, using every channel that is available for their purpose.

The wooden barrel man must do the same. Not only should THE JOURNAL carry a full representation of the wooden barrel manufacturing trade, because of its wide circulation among wooden barrel using trades, but every trade paper that reaches in any way the package-using industries should be employed by wooden-barrel makers in urging the advantages of the wooden barrel. Coupled with the trade extension work of our national association, the extensive advertising of the wooden barrel as suggested would stage one of the greatest "comeback" fights that the industrial field has ever seen.

Don't let us, as an industry, sit back any longer and allow business to be lost to substitutes. Let us line up for the wooden barrel side by side with the substitute in the light of publicity and our achievements will be well worth recording.

Don't let us, as an industry, continue to be befogged by the fallacy that the only way to advertise the wooden barrel is to make a good barrel. Quality is a prime factor in manufacture, and backed by publicity it has a 100 per cent. right of way.

1926 should be the biggest advertising year that the wooden barrel has ever known. It will pay us to make it such.

WANTS IN COOPERAGE LINES

Underwood Bros., Mauston, Wis., is in the market for spruce butter tub heading squares.

L. A. Fox, 289 Winship St., Macon, Ga., desires to get in touch with manufacturers of ice cream tubs and ice cream tub stock.

S. Klausner & Sons, tight barrel and keg manufacturers, 2712 East Fifty-first Street, Cleveland, Ohio, are in the market for barrel heaters.

C. Heidt & Son, Inc., 64 Fairmount Ave., Jersey City, N. J., is in the market for both hardwood and gumwood lard barrels, painted and unpainted.

W. R. Wrape Stave Co., P. O. Box 182, Little Rock, Ark., is in the market for a tight stave bolter. Must be in excellent condition and equipped with saw and power feed.

Wm. H. Cooper's Sons, 330 Brown Street, Philadelphia, are in the market for a mixed car of gum tight barrel heading, 20¼", 20½", 21", 21½". Also a car of oak tight barrel heading, 20¼", 20½".

A. G. Bailey Cooperage Co., Takoma Park, D. C., is in the market for one car M. R. 15½-inch pine heading; one car M. R. 17⅛-inch pine heading. All kiln dried, dressed one side, and half inch thick.

United States Cooperage Co., 3103-05-07 Gray's Ferry Road, Philadelphia, Pa., is in the market for carload lots of No. 2 30-inch elm and hackberry staves; No. 2 30-inch S. E. gum staves; M. R. 19¼-inch pine heading; one car of M. R. 19¼-inch and 17⅛-inch pine heading.

Axel H. Oxholm Appointed Director of National Committee on Wood Utilization

Axel H. Oxholm, Chief of the Lumber Division, Department of Commerce, has been selected by Secretary of Commerce Hoover as Director of the National Committee on Wood Utilization. Mr. Oxholm will begin his new duties at once, but for a time will also continue to supervise the work of the Lumber Division.

Mr. Oxholm became associated with the Department of Commerce in 1916 as a lumber trade commissioner. When the Lumber Division was established in the Department of Commerce in 1921, Mr. Oxholm was made head of that division, and through his efforts the lumber and allied industries of the United States were brought into closer contact with consumers abroad, both as to the development of foreign markets, the adaptation of foreign practices of wood-using which were possible to use in this country for greater economies, and for the broadening of information relative to the requirements of foreign markets. The purpose of the committee's work is to promote greater effectiveness in preventing wastes arising from present methods, so that the public at large as well as American industry may benefit.

Steel Substitute for Rosin Barrel Does Not Impress Naval Stores Producers

Practical use of sheet steel drum demonstrates its weakness and futility as shipping package

By M. G. HOFFMAN, Pensacola, Fla.

The trend of all human history is naturally towards changes and betterments. The automobile replaced, to a vast extent, the horse-drawn vehicle. An old specie is crowded out of existence by a species better equipped to battle with existing conditions.

According to the law of progress, the cooperage business is also subject to changes, *if* a better, a more practical package than the wooden barrel can be found.

Let us examine one of these package-changing processes or experiments now being made, the result of which may or may not mean a change.

Within the last few years a steel drum, which is really only a big "tin can," is being offered in the market to the manufacturers of rosin. This big tin can or steel drum, weighs 15 pounds. Of course, its steel is very thin, and, consequently, very weak.

This new steel drum for rosin has been used by the Newport Company at both of their plants, one at Pensacola, Florida, and one at Bay Minette, Ala., and also by a prominent producer and distributor of naval stores.

This use of the new steel drum has been in the nature of a tentative try-out, and not as a fixed policy.

Following is a statement of facts, results and opinions obtained from a producer who has tried the new steel drum:

1. The steel rosin drum is shipped to the user in knock-down form—sheets of tin and heads that must be assembled.

2. The cost of the steel rosin drum, and the old-fashioned wooden barrel, cut from southern yellow pine, freight and everything considered, is about the same. So that is not a decision-giving factor whether the tin-can or wooden rosin barrel is accepted as the rosin package of the future.

3. To use the steel drum means an initial cost in the installation of power and mechanical equipment for the setting-up of these tin cans. In fact, a small machine shop is needed to change the steel sheets and heads into set-up drums. This machine shop and power is decidedly more expensive than the old-fashioned way of setting-up wooden rosin barrels. With power and housing complete, it would probably amount to $1,500 at least.

4. When the steel drum is "set-up," it has no bilge. This makes it hard to roll. You can't veer it around readily like the wooden barrel on its bilge, to roll it in another direction. In other words, it handles "hard."

5. The wooden rosin barrel has its staves projecting out beyond the heading. This makes it easy to handle. The steel drum has very little projection on its heads to grasp. At one time, it appeared that this would be a serious objection, as it increases the labor of loading rosin on-board ships.

6. This steel rosin drum is not tinned or galvanized. If left out in the weather, it rusts very quickly and being a very thin sheet it would probably rust through within a very short time.

7. If the rosin plant is located near the ocean, the salt air just eats up the steel drum and does it very fast.

It is not practical to put rosin in steel drums under cover to prevent rusting, and, owing to the quick action of rust, steel drums are not practical when running stock on the yards, waiting for future orders. Steel drums, when rolled out into the yard in hot weather must also be stood on end, because if allowed to remain on their sides, when the rosin melts the drums become flat.

Then, too, there may be a chemical change wrought in the rosin by the rusting steel. This could, perhaps, be avoided by adopting some treatment, which, of course, adds to the expense.

8. When the hot liquid rosin is poured into the drum it fills it full. After cooling it leaves an empty unfilled space in the head of the container.

When you load these filled steel drums into the cars, say two drums on top of the bottom drum, the heads of the drums are smashed in, or collapsed, leaving a rough and ragged steel edge that is hard to handle, even with heavy gloves.

The conclusion would seem to be that these steel drums in their present form and construction and material would be practical only for large concerns in filling special orders, when they can be shipped in cars immediately and direct to the consumer, and will not have to be handled again after the first unloading.

By those well informed, the steel drum is not considered a practical package for rosin to be shipped overseas. It is pointed out that if shipped on deck it would be dangerous in rough weather, due to the tumbling and rolling about of the drums. Further, considerable damage is possible to the ship. Again, the drums might roll overboard. If loaded in the hold of a ship, one-drum-on-top-of-the-other fashion, the rosin would naturally get warm, and the round drums would flatten and break, and there would probably be a solid mass of rosin mixed with steel sheeting in the ship.

Then, too, such a weak and frail container would not stand the repeated rough handling in transporation from rail-to-water, and loading again on cars for further rail transportation after reaching port.

When emptied of its contents, the wooden barrel can be used for fuel, and bring some little money as kindling and boiler wood. On the other hand, when the steel drum is emptied, it is worth practically nothing. It would not even pay to get a baling press and sell the steel for junk. It would prove an expensive proposition to attempt to dispose of the empty drum in any manner.

Rosin is now sold in a very heavy wooden barrel, probably weighing about 67 pounds when well dried out. The purchaser buys the package and the rosin at, say, five cents per pound. The wooden barrel is paid for at the same price as rosin and costs the consumer about $3.35 each. If he buys the rosin in a steel drum, he pays for 15 pounds of drum only, which at five cents per pound, makes the drum cost him only 75 cents—$3.35 less 75 cents is $2.60. To save this cost of $2.60 is, it would appear, the only reason why the buyers of rosin might prefer the steel drum to the wooden rosin barrel.

On the other hand, it does not seem probable or possible, that the paint, oil and varnish manufacturers would, for a moment, lose sight of the fact that this saving of $2.60 per barrel may prove unprofitable in the long run. With the flimsy steel drum the danger of loss is greatly increased. The use of the flimsy steel drum may lose in one shipment sufficient material to offset the saving mentioned many times over.

Further, if the rosin manufacturers would decide not to charge the buyers for the wooden barrel, or at least not to charge for the barrel at the same price as the rosin, the paint, oil and varnish manufacturer would forget about the steel container.

The wooden rosin barrel is, without any doubt, the best adapted package or container for rosin, and should, therefore, survive in general use.

A fire recently occurred at the Export Cooperage Company's barrel plant at Leslie, Arkansas. The loss entailed was between $75,000 and $100,000.

The Washington Cooperage Company, Richmond Beach, Washington, recently sustained a fire loss of $35,000.

The Edmond, Oklahoma, plant of the Southern Cotton Oil Company, recently suffered a fire loss of approximately $100,000.

Isaac N. Williams, Foltz, Ind., has been granted a patent on a barrel and keg stand.

News of barrel-using industries will be found in a special department in this issue.

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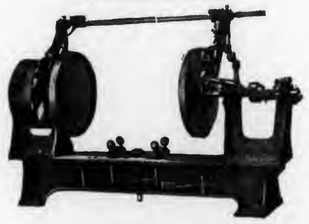

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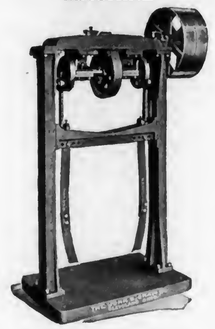

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Product of Ancient and Honorable Craft of the Cooper — the Wooden Barrel — Not Yet Proved a "Back Number"

"Oil, Paint and Drug Reporter"

One of the finest commentaries on the wooden barrel as a shipping package and the service it has rendered during its long life was contained in an editorial in a recent issue of the *Oil, Paint and Drug Reporter*.

The editorial as referred to was carried under the caption "Changing Naval Stores Practice" and was as follows:

"With respect to convenience in the reckoning of aggregate quantities, particularly in foreign trade, the so-called 'barrel' unit of 280 pounds of rosin, being one-eighth of a long ton, has something to commend it. As a basis of pricing, however, this odd relic of older days might well pass into the oblivion of that companion of its early existence, the 'shilling' of 12½ cents.

"The national organizations in the paint and varnish industry have launched and are pushing a movement to adopt the pound as the marketing unit for rosin. The naval stores industry has undertaken the thorough study of the advisability of this change, from the standpoint of the producer, and of its practicability. Data are now being solicited, and a report will be made for discussion at the naval stores convention in February. It is purposed, in this survey, to get the views of consumers of rosin in the paper, soap, and other industries, as well as those of the manufacturers of paints and varnishes and of the modified rosins and the resinates which enter into the composition of these products.

"Wise as the suggested change may seem at first sight and even after careful study, it is of such a revolutionary nature that all who will be affected by its adoption should contribute to the preliminary discussion. The matter has been placed in the hands of committees in the producing, in the marketing, and in some of the consuming industries. These committees want all the information and argument that it is possible for them to get on both sides of the question. The columns of the *Oil, Paint and Drug Reporter* are opened to all interested parties, and the concise expression of opinion therein is invited.

"Turpentine is also included in the movement for revision of naval stores marketing practices. It is the expressed belief of the paint and varnish industry, which consumes by far the larger part of the output of this product, that turpentine should be sold by weight and not, as now, by volume.

"Every argument that has been advanced in support of the advisability and the advantageousness of the pound basis in comparison with a unit of volume or capacity in the pricing and selling of other materials, applies pertinently in the case of turpentine. In addition there is to be considered the desirability of getting rid of the complications which arise in connection with this particular product, out of the fact that four different gallons are recognized and used in the trade. None of these is accurate at all times under the ordinary variations of temperature and other factors which effect the contraction or expansion of liquids or affect the extent to which they adhere to containers or conveyors. The ancient adage, 'A pint's a pound,' has long since been relegated to the museum of things which are interesting but not true. It should be followed, for the sake of scientific accuracy and satisfactory dealing, by the more persistent belief that a pint's a pint. This is no more often true than is the aforementioned volume-weight equivalent which has been discarded.

> ***"There is a third objective in the naval stores 'revolution.' This is the replacing of that well-known veteran of the rosin trade, the wooden barrel, by some sort of modern metallic container. The suggestion is that rosin be packed and shipped in the light steel drum which is generally known as the 'one-time' or 'one-way' container. Experimentation has, it seems, demonstrated the practicability of adopting this latter container, but there are heard many expressions of opinion, which do not indicate unanimity with respect to the advisability of such a step.***
>
> ***"A decade or so ago, the petroleum industry heard a deal of argument concerning the respective advantages of the well-known wooden oil barrel and the later arrival, the steel drum. This question has not yet been settled to the exclusive adoption of one or the other container for petroleum products. The same is true in the alcohol industry and in practically all others which use containers of barrel-size. The product of the ancient and honorable craft of the cooper has not yet been proved a 'back number.'"***

"So, there is more room for argument on the third objective of the naval stores revision program than on the other two. It has an economic aspect as well as one of practicability. Certainly it offers no such clear-cut distinction as is to be found in the relative accuracy of the pound and the gallon or the rosin 'barrel.' On this question, too, opportunity is offered to express opinion through the columns of the *Oil, Paint and Drug Reporter*. It is, in fact, a question which is to be settled more by the weight of interested opinion on the producing and the consuming sides, than by any outstanding merit of the points at issue."

Paint and Varnish Superintendents Oppose Steel Drum for Naval Stores

Members of the Paint and Varnish Superintendents' Club of Chicago, in meeting, December 7th, voiced their opposition to the proposed changes in the packaging of rosin in cheap steel drums instead of wooden barrels.

The questions of the plant managers' committee were answered as follows:

A recent resolution has been introduced in the New York and Chicago, Paint, Oil and Varnish Clubs looking to the substitution of cheap steel drums for wood barrels in the shipment of rosin, and if this suggestion is made later it would be desirable to have the opinion on the utility of such a change.

Will you therefore give consideration to the following questions:

1. Would rosin be likely to cause rusting of steel? Ans. No.
2. Would the discoloration by rust be detrimental? Ans. Yes, if present in considerable quantity.
3. Are you prepared to supply closed warehouse storage for sheet metal drums? Ans. No.
4. What would be the additional cost of handling drums and of handling and disposing of the scrap sheet? Ans. Considerable. No experience on which to base answer but would be more than now.
5. Would removal of rosin from steel package be more difficult than from wood? Ans. Yes.

Tunisian Oak Staves for Wine Barrels Disappointing to French Coopers

A report from Marseilles states that cooperage, as usual, is more than ordinarily active in the autumn; but 1925 has shown more vacillation than in prior years, due to overproduction of wine and the consequent low tone in the wine trade. The Tunisian oak staves, which were expected to supply a new element in the stave trade, and to induce lower prices, have thus far been a disappointment, since the Tunisian oak is too hard and brittle to lend itself to cooperage uses without special treatment.

Rogers & Hicks are erecting a stave mill at Walnut Ridge, Arkansas.

New Orleans Market in Excellent Shape

January Will See Barrel Demand for Produce Shipments at Its Height—Molasses Barrel Demand Steady—Big Sugar Refineries in Full Operation

Business in many lines is supposed to be a little dull around the holidays, but no trace of such a condition is to be found here in the cooperage trade. Nobody is being overworked, or is getting too much business, but, although the shipping season for vegetables has not yet opened, a good many shipments are going out, and many barrels are being used. This business will be at its height this month and preparations are being made accordingly. This market was never better than at present for produce stock, for everybody is stocking up.

Plantation Mills Use Some Sugar Barrels

The Louisiana cane grinding season has come, and will soon be over, with but little benefit to the sugar barrel business. Some sugar barrels were used by the plantation mills, and some are still being used, and as the men who supplied these barrels had expected nothing from that source, the business they did get was just like that much extra business being given them, and they appreciated it accordingly.

Sugar Houses Using Many Syrup and Molasses Barrels

The most business the smaller sugar houses give the cooper is in the tight line, for they are using a good many syrup and molasses barrels, also tight halves and kegs. This trade will continue steady for some time to come, for syrup is made and shipped long after the close of the grinding season.

Big Refineries Are in Full Operation

The big refineries are in full operation and when they take barrels the trade amounts to something. The shop of the Godchaux Refinery at Reserve is in full operation, the plant of the Colonial Refining Co. at Gramercy is busy, while the American Refinery here shifts from time to time to other packages, then back again to barrels, as the nature of their business requires.

Dressed Poultry Going in Barrels

Shippers of dressed poultry, especially at the smaller stations, are now using a good many barrels, and the packing houses in the city are buying in small lots for fresh meat.

Shrimp and Fish Barrel Trade Good

Business in shrimp and fish barrels is extremely good, what there is of it, and a good many oyster barrels are being used.

Outlook for Beet Sugar Industry Is Favorable

There is always something, real or imaginary, the matter with the cane industry in this State, and every year, from one cause or another, some planters complain of poor sugar yields, and of losses where their profits ought to be, though other planters are highly optimistic. Some of the planters have been considering the possibility of raising beets instead of cane, and last summer a good number of trial beet fields were planted, with good results. The sugar beet industry here is still in the experimental stage, but the outlook is so favorable that it seems highly probable that in the near future the sugar beet will be competing with the cane, even here in the "sugar bowl."

Exporting Bricks in Wooden Barrels

A large manufacturer of brick in this city recently ordered a small lot of barrels to be used as containers of brick for export. This was a new one on the cooper who filled the order, but export brick should certainly be put into containers of some kind, and if containers are used, why not barrels? This business should be cultivated.

Timber Conservation, Long Agitated, Is Bearing Fruit

It is a common thing to hear cooperage people speak of their industry as a temporary one, which will soon die out on account of the exhaustion of the timber supply. The first note of alarm regarding the vanishing timber supply was sounded during the administration of President Cleveland, and during the administration of Roosevelt the alarm broke out anew, and almost assumed the proportions of a panic. We were informed that in some brief and exactly calculated period of years the last tree would be cut, and we would perish from a timber famine.

The alarm was sounded none too soon, for, although the fears were idle, it was a good thing to set men thinking and talking. Men who had recklessly wasted their timber supplies, knowing that when their stumpage was exhausted they could move on to new locations, began to take thought for the future, and consider how they could best conserve their timber supplies. Those early discussions are now showing practical results, and while it is certain that a few years hence there will be a period of acute timber shortage, there need be no fear that it will assume the aspects of a real timber famine, or that it will be of long duration.

Director Forbes' Article a Concise Statement of Valuable Facts

The address of Director R. D. Forbes, as reported in the December issue of THE JOURNAL, is a concise statement of the best current thought on the subject of timber conservation. All that he says is in strict accordance with the views of practical business men, and the system of rotation of timber crops is now being largely practiced. A stand of timber is no longer to be treated as a mine to be exhausted, but rather as a crop that is to be renewed and harvested successively for an indefinite time.

Lumber Companies Planning for Their Future Timber Supply

Bogalusa, La., is a small but thriving, up-to-date and strictly modern city, owing its existence to the Great Southern Lumber Co., and wholly dependent on the timber industry, but, so far as anything created by man can be said to be permanent, it is assured of permanent life and prosperity, for the management of the great mills have so planned their timber cuttings and their tree plantings that the supply of raw materials will never be exhausted, the growth keeping up with the consumption.

Practical Foresters vs. Timber Butchers

Longview, Wash., is the permanent home of 4,000 workers in wood, the employees of the Long-Bell Co., a firm composed not of timber butchers, but of practical foresters, whose timber holdings will never be exhausted. The growth of trees is so slow that it is often stated that none but very young men could be expected to take an interest in their cultivation, but the president of the Long-Bell Co., and their leader in this great forestry movement, is past 70, and while his greatest reward must be in the consciousness of having been one of the pioneers in this great economic movement, he is reaping large material benefits from his energy and foresight.

Small Firms Must Pattern After Large Ones

These great enterprises show the trend of the times, and what a few great firms are doing on a large scale, a great many smaller firms must do on a smaller scale, and, above all, a general public interest in forestry must come to the aid of the work. In this State, thanks to Mr. Forbes, and others like him, the importance of the subject is well understood, and "wood-lot forestry" is practiced on many farms, while various institutions and large firms offer prizes to the boys making the best progress in arboriculture. When the interest in an undertaking reaches from men who have passed their threescore and ten down to the youngest schoolboys, the success of that undertaking is assured.

The rate at which the demand for timber grows is very uncertain, for substitutes for timber in many lines of work are being found. Across the river from this city there is a plant that produces 1,100,000 square feet of fiber board daily. This board is made of crushed sugar cane, from which the sweetness has been extracted, and is used instead of lumber in many building operations, and, without sacrificing a tree, the output equals that of several fair-sized timber mills. There are other plants here making vast quantities of boxes of fiber board, leaving the products of the forest for other purposes. No substitute has yet been found for the wooden barrel, and shippers requiring and appreciating good packages are not looking for a substitute. Builders and boxmakers can find substitutes, but the cooper must go on making barrels in the good, old way. It is to his interest that other trades are finding substitutes, and that the timber supply is being conserved.

Association Membership Composed of Entire Cooperage Industry Would Build Powerful Protective Organization

Full united action would mean tremendous increase in use of wooden barrel

By A. C. HUGHES, Field Representative

If the cooperage industry ever had any reason for organization it is right now. Taking the position that our industry is the leading container supplier to industries in America, it is high time for manufacturers who are not enrolled in the National Association to organize within themselves and through affiliation with the parent body co-operate by taking part in the discussion of the larger problems of its constructive growth and future prosperity.

The real need for associational partnership throughout the entire industry and the necessity for a powerful protective organization built upon a foundation strong enough to defend it from the insidious attacks that have been written by faddists as well as substitute container promoters, which are not true and cannot be proven, forces the conclusion that the time has arrived for the industry to stop such slanders and get into the fracas in self-defense, "letting the chips fall where they may."

If the cooperage manufacturer who is a non-member of the association does not personally think that there is a need on his part to become interested in defending the wooden barrel, let him glance at the advertising and publicity stories that are sent broadcast by the paper board, steel drum and burlap bag manufacturers, who miss no opportunity to depreciate the wooden barrel with misstatements and unfair illustrations. The proofs of these attacks are in our hands and are a part of our records. It also should be significant to the indifferent that these industries are not fighting each other. This means that they are attacking our industry from every angle, while we are combing the same markets over and over again for the patronage that remains. These attacks have not been allowed to go unchallenged, but the entire support of the industry is necessary to properly block their further publicity and repetition.

Scientific proof is our industry's protection in attacks of this character and precludes the mincing of words with shortsighted non-members who should know that for some years the big men in the industry have given their time, money, experience and far-seeing vision to create an association with departments and facilities that co-ordinate and function for the greater prosperity of the industry.

Seeing the value of a trade association without appreciating the reasons for its existence is only applicable to those who are doubtful of the industry's future. Their vision is far behind that of cooperage firms who refuse to permit expansion to be hindered by attacks from its enemies and who believe that their association will not be delivering its maximum of service to the industry or the public until every cooperage manufacturer is a member thereof.

The greatest need of the cooperage industry is for a comprehensive program of publicity and public education on the value of wooden barrels before correct knowledge of their usefulness and performance is destroyed by harmful propaganda. While our present work along these lines is bringing good returns, it does not cover the field and cannot do so until all minds and men in the industry use their efforts unitedly to increase the public's appreciation of cooperage products.

When the first association convention was held, not ten years ago, co-operation on the problems of the industry was unheard of; co-operation among the different groups of stave, heading, hoop and assembling manufacturers had not been achieved; individuals and groups in many instances worked without knowledge of what others were doing, and in some cases did not hesitate to conceal from one another their methods, their experience and results. But a new instrument was injected into that first gathering—an instrument destined to unify standards, improve manufacturing processes, establish universal grade rules and proclaim the doctrine of quality production and industrial co-operation in the entire cooperage industry.

This new spirit has largely obliterated the lack of knowledge that retarded earlier progress and established a consciousness of mutual respect and unification throughout the cooperage fraternity in America. Since that day men of brains, industrial integrity and vision have semi-annually joined in the activities of their trade association working on common problems and accomplishing mutual results that have proved beneficial.

This practical and nation-wide co-operation has not slackened its endeavors to propagate educational, promotional and research activities nor lessened its desire to dig deep under the surface for a closer relation with cooperage users. Every member profits individually from these activities. It is through associational co-operation that losses are reduced and profits are increased in any industry.

It is in the hands of all cooperage manufacturers to say whether the work of the association shall be enlarged to take care of the future. The cooperage industry is a great public servant. The public at heart is favorably inclined toward its product—the wooden barrel—but in some instances has been misled by questionable propaganda. No cooperage manufacturer should permit the outlet for his product to become hampered because of his desire to isolate himself in the business.

That the personal contact work of the association with users during the past few years has been of incalculable value to the industry must be apparent even to the most skeptical. Public appreciation and confidence is the greatest asset an industry can possess. Container users naturally hold aloof from types of which they have become uncertain. Accordingly, placing before the public the facts about our industry and its products through associational department work corrects harmful propaganda and tends to increase the use of cooperage.

The Associated Cooperage Industries of America should embrace every cooperage and cooperage stock manufacturer in the United States. Its business data and services are always at the disposal of cooperage patronizers. Its departments and functionary personnel should of right be at the disposal of every man engaged in the industry. In the working out of its various and vital problems all are needed and none should refrain from assuming his share in the work of promoting, defending and protecting its interests co-operatively and for a closer contact with the general public.

Reconstruction of International Credit

The International Chamber of Commerce is gathering its forces for the task of reconstructing and developing credit machinery for the transaction of international business which was thrown badly askew by the war and the subsequent political and economic upheavals. This will constitute another, even if a minor, step toward the restoration of economic stability and the re-establishment of the normal processes of trade for which the adoption of the Dawes plan paved the way.

The International Chamber decided to take up the question of commercial credits upon the initiative of the American Section, specifically at the suggestion of Ernest B. Filsinger, a member of the American delegation, representing the National Association of Credit Men of the United States. Recommendations looking to the wider international exchange of credit information are being prepared by the American Committee and will probably be presented to the Council of the International Chamber at its March meeting.

New Stave Mill Completed

Rodgers & Hicks have completed a stave mill north of Walnut Ridge, Ark.

Distribution Conference Holds Successful Meeting

Specific steps recommended for co-ordination and co-operation in business

Efforts to improve conditions of distribution, to bring to light the major wastes of marketing and to set up and enforce ethical and economical standards of business practice were brought to a focus at the general meeting of the National Distribution Conference held in Washington, December 15th and 16th, under the auspices of the Chamber of Commerce of the United States.

A general program of business and trade association activity in the field of distribution was outlined. Steps were proposed, in accordance with the recommendations of Secretary Hoover, looking to the co-ordination of business effort in the assembling of basic information relating to marketing. Machinery for the self-regulation of business was arranged.

Among the specific steps recommended by the conference are:

That the Chamber of Commerce of the United States be requested to establish a permanent committee on the collection and publication of commercial statistics;

That Congress be requested to provide funds for an enumeration of distributors and a census of distribution comparable with the biennial census of manufacturers;

That the President of the Chamber of Commerce of the United States be requested to appoint a committee to constitute a Joint Trade Relations Committee, formed of representatives of manufacturers, wholesalers, retailers and the consuming public to act as a clearing house for complaints of objectionable and destructive practice and to promote such co-ordination as will effect economies and improve mutual relations.

In addition the conference outlined a wide range of activities to be carried on by business men ,individually and through their trade organizations, all designed to contribute to the common purpose of putting distribution on a systematic and efficient basis.

The general viewpoint of the conference was that in the economic scale distribution is quite as important as production or manufacture and should be given as much consideration. As indicated by John W. O'Leary, president of the National Chamber, it regarded the work it had undertaken as the beginning and not the end of a great task.

The conference found that present methods of distribution are fundamentally sound and that wasteful practices—to which Secretary Hoover has repeatedly referred and to which President Coolidge recently adverted—are not inherent in the machinery of distribution but arise through human failings.

It put responsibility for waste on the producer and manufacturer as well as the distributor and attributed no little part of existing wastes to the demands of the consumer for unreasonable distribution services.

Discussion of the six surveys, each covering an important phase of distribution, made since the first meeting of the conference last January, focussed attention mainly upon these questions:

The need of more business statistics and information regarding marketing;

The avoidance of duplication of effort by trade associations and other research bodies;

The need of some agency to define standards of business practice and to act as a clearing house for all trades.

Secretary Hoover, in a brief address, said: "We would be grateful if there would come out of this conference some kind of an organization for the promotion and the better co-ordination of research; that some sort of definite, organized expression and impulse might be given to the building up of the statistical and research activities throughout the country. And I make that general expression because I believe that research, through the business world itself, and statistics so far as they may be completely collected, are in the hands of better agencies than the government."

Replying to Secretary Hoover, Mr. O'Leary referred to the responsive attitude of the Department of Commerce toward business. "We are now entering," he said, "upon a period when the responsibility is placed upon us for working out the self-government of business."

More than two hundred delegates, representing all classes of business and a large number of trade associations, attended the conference which met in the Council Room of the National Chamber. Theodore F. Whitmarsh, president of Francis H. Leggett & Company, New York, presided as permanent chairman.

F. M. Feiker, operating vice-president of the Society for Electrical Development, in the absence of Owen D. Young, the chairman, presented the report of the Committee on the Collection of Business Figures. A. Lincoln Filene, of Boston, presented the report of the Committee on Trade Relations, urging the creation of a joint committee as a nucleus of a system of self-regulation of business.

Wastes in advertising were covered in a report submitted by Stanley Resor, president of the J. Walter Thompson Company, New York; Robert R. Ellis, president of the Hessig-Ellis Drug Company, Memphis, presented a report on expenses of doing business. L. D. H. Weld, of Swift & Company, Chicago, presented the report on methods of distribution, and G. S. Brown, president of the Alpha Portland Cement Company, Easton, Pa., the report on general conditions affecting distribution.

The effect of the anti-trust laws upon the methods proposed for the co-ordination of business activities in the solution of distribution problems led to extended debate which disclosed a wide variety of opinion. Several members of the conference, led by Felix H. Levy, of New York, and E. K. Cormack, of the National Builders Supply Association, asserted that the Sherman Act and the Clayton Act would give the color of conspiracy to any co-ordinated effort on the part of business to improve the processes of distribution and to eliminate wasteful practices.

W. H. Crichton Clark, attorney for the American Fair Trade League, represented another viewpoint, opposing the so-called liberal interpretation of the anti-trust laws. A middle course was taken by G. S. Brown, on behalf of the committee. The controversy was finally closed by a decision on the part of the conference to eliminate from the report all references to anti-trust legislation and to resale price maintenance.

Among the resolutions proposed by the conference were the following: Costly Fluctuations—Census of Distributors—Statistics of Quantity and Expense—Collection of Business Figures—Codes of Business Principles—Arbitration—Joint Trade Relations Committee—Source of Research Information—Advertising Economy — Market Research Planning Body—Uniform Accounting—Business Failures—Public Interest.

Summary of Conclusions Reached by the Conference

"The National Distribution Conference was initiated to examine processes of distribution and conditions vitally affecting them. The purpose was to bring about better understanding, to attain higher efficiency, to reduce obvious wastes and to abate unwarranted criticism due to misconceptions.

"Misunderstandings about distribution are so general and lead to such unwarranted assumptions that we are impelled to make this statement of our convictions:

"(a) The present methods of distribution have been developed by economic forces and fundamentally are sound;

"(b) The essential distribution functions now performed by various agencies are fundamental and none may be eliminated but must be assumed and continued by others if present agencies are replaced by new methods.

"(c) Wasteful practices as they exist are not inherent in the present machinery of distribution, but arise through human failings, such as lack of definite organized information and the imperfection of performance which characterizes alike producer, manufacturer and distributor.

"(d) Market prices must include cost of production and of essential services with reasonable profits if reductions are not merely to be temporary.

"(e) Necessary distribution services are entitled to their just pay.

"(f) Efforts must be initiated and encouraged to promote collection of specific information revealing duplication of services and the rendering of unwarranted services, to the end that necessary or desirable services may be provided increasingly at lower costs.

"(g) Costs of various services should be ascertained and published; consumers then may judge of their necessity in relation to their costs, that they may be continued or discontinued.

"(h) That producers, manufacturers, distributors and consumers require fuller understanding of the processes of distribution, making it possible to avoid unnecessary exactions and to facilitate the flow of goods which alone can reduce costs materially.

"(i) Responsibility for inflation of present prices by waste centers no less on producer and manufacturer than on distributor. No little part of this waste is attributable to unreasonable demands by consumers for unnecessary distribution services. The effects are passed through all the steps of distribution and embarrass and retard facile functioning.

"(j) These problems are possible only with the fullest information, hearty co-operation and recognition of complete mutuality of interest, particularly between consumer and producer and these distributive agencies operating to assist both."

The Need for Comprehensive and Complete Industrial Statistics

Need of the systematic collection of statistics as a first step in the elimination of immense wastes in distribution due to wide market fluctuations was pointed out in a report submitted by a committee of government officials and business executives, of which Owen D. Young is chairman, to the National Distribution Conference at its meeting in Washington on December 15th, under the auspices of the Chamber of Commerce of the United States.

Secretary Hoover, who selected the members of the committee at the request of the conference, said, in outlining its purposes:

"We are almost wholly lacking in the basic data as to distribution. It is my hope that this committee may sponsor and direct a broad inquiry into the business statistics now available and into the needs of the various branches of the industry in the collection of additional figures, and make recommendations as to the best methods, public and private, of obtaining a more accurate knowledge of the marketing areas, and so approach more intelligently a discussion of wastes in distribution."

Among the recommendations of the committee are the following:

1. That an exhaustive study be made of present sources of statistics on distribution:

2. That an interdepartmental committee be organized to co-ordinate the work of government agencies publishing statistical summaries covering distribution;

3. That the specialists in organization, both public and private, engaged in the collection and interpretation of business figures undertake collectively the standardization, simplification and improvement of statistics of this kind.

4. That trade associations carry on the work of collecting data on distribution in their respective industries and the collective study of the elimination of waste;

5. That business men, both as individuals and as members of their trade groups, give serious consideration to the need for a census of distribution comparable to the census of manufacture.

Any doubt that might have existed as to the legality of the collection of such statistics by trade associations, the committee holds, has been cleared away by recent decisions of the United States Supreme Court.

The report states that business statistics are the only effective guide to balanced production and distribution. They are the only means for co-ordinating demand with production and uninterrupted employment.

Business Surveys That Are Worthy of Close Study

Among the many interesting features of the recent National Distribution Conference, held in Washington, were the surveys submitted to the conference by committees composed of many of the most successful business executives in America.

These surveys, of which there are six, each cover an important phase of distribution, and will prove very interesting and valuable reading to all manufacturers.

There are three surveys which we feel would prove of special interest to the cooperage industry at the present time, *i. e.*, "Collection of Business Figures," "Trade Relations," and "Expenses of Doing Business."

The first named points out the necessity for statistical information to stabilize business, and act as a check upon inflation and deflation in production, buying and selling, which is the result, in many instances, of lack of adequate information.

"Trade Relations" covers the unethical and uneconomic practices in business, as well as recommendations for the enforcement of ethical and economic business standards.

"Expenses of Doing Business" covers the wide range of costs that goes to make up the expense of doing business. The survey outlines the difficulties that are encountered in attempting to check the wastes in marketing. The committee which prepared this survey states in its report that these losses and wastes are due mainly to the lack of uniformity and adequate cost records.

THE JOURNAL readers are urged to give these surveys thorough consideration, as there is much of value that can be gained by a close study of them. Copies of the surveys can undoubtedly be secured by addressing the Chamber of Commerce of the United States, Washington, D. C., as the National Distributing Conference was held under the auspices of that organization.

George D. Kirkham Retires

Geo. D. Kirkham, sales agent of the American Steel and Wire Co., resigned as of December 31, 1925.

Mr. Kirkham first came to the company as sales agent of the old Washburn and Moen Manufacturing Co., Worcester, Mass., in 1886. This company was taken over by the American Steel and Wire Co. 27 years ago.

Expert in the intricacies of the fine wire products of the old company, Mr. Kirkham continued in those lines until 1902, when he was established as sales agent at Memphis, Tenn., handling both merchant trade and manufacturing lines, and as such contracted a very wide range of purchasers throughout the South.

New Cooperage Plant in Operation

The Allen Cooperage Company, Monette, Ala., has placed its new cooperage plant in operation. The plant is a large and modern one. The company will manufacture cooperage stocks of all kinds.

Charles A. Kivlen

The entire cooperage industry will join in the feeling of actual loss to the trade in the death of Charles A. Kivlen, general manager of the Dallas Cooperage and Woodenware Co., which occurred at Dallas, Texas, December 30th, at the early age of 46 years.

Mr. Kivlen, who was a son of the late K. J. Kivlen, a Texas pioneer cooperage manufacturer, of whom the trade has clear remembrance, had been connected with the Dallas Cooperage and Woodenware Co. for thirty years, having started his business activities when very young.

THE JOURNAL extends sincere sympathy not only to Mr. Kivlen's immediate family in the bereavement that has come to them, but to the Dallas Cooperage and Woodenware Co. in the passing of its efficient and well-liked general manager.

Benjamin Hudson Ryder

Benjamin Hudson Ryder, electrical engineer of the American Steel & Wire Company, Chicago, for the past twenty-four years, died suddenly in that city December 26th. Mr. Ryder was widely known in the electrical and railroad circles of the country. He was born in Hudson, N. Y., December 3, 1877.

John G. Latta

It is with a sincere feeling of deep regret that THE JOURNAL announces the death of John G. Latta, of the Fields-Latta Stave Co., Dyersburg, Tenn., which occurred at his home in that city December 27th. Although inactive in the business of the firm of which he was a member, Mr. Latta had, however, a wide acquaintance among members of the cooperage industry, who will regret to hear of his passing.

1926 Promises Well for Quaker City Cooperage Trade

Prosperous Business in Barrel-Consuming Industries Will Increase Demand for Wooden Barrel

It is somewhat difficult to describe conditions in the Philadelphia cooperage trade at the present time. About the best way to begin the story is to say that barrel manufacturers and dealers are proceeding slowly and tuning up, as it were, for the activities which it is hoped 1926 will bring to the local trade.

No particular line of cooperage is enjoying the spotlight at this writing. The policy of hand-to-mouth buying, which characterized the barrel demand of the greater part of 1925, has carried over into the new year. However, the majority of the local barrel fraternity are agreed that the last three months converted 1925 from what would have been an unprofitable year into one that they are able to close with the balance on the right side of the ledger.

Furthermore, all indications are that the early part of 1926 will see a continuance of this better business condition, but just what the year has in store after that period no one cared to predict. All of the trade are of the belief that the cooperage industry will surely share in the increased prosperity which is scheduled for all businesses during 1926—but none appear inclined to count their chickens before they are hatched. Consequently, orders are being filled as they come in; at the same time all are keeping their eyes on the business barometer, holding themselves in readiness to handle the heavier demand when it does come.

Slack-Barrel-Consuming Industries Preparing for Big Business Year

The call for slack cooperage is of a general nature, barrels for sugar, whiting, chemicals, pipe fittings, nipples, glass, crackers, etc., sharing the business.

The slack barrel consuming industries are all preparing for a greatly increased volume of business during the coming year. This can not help but mean additional volume for slack barrel manufacturers and dealers, provided the activities of substitute package manufacturers in behalf of their particular containers do not further curtail the use of the wooden barrel.

Why the Barrel Man Must Fight for His Business

Reviewing the substitute container situation, one barrel dealer stated: "I remember when we shipped carload after carload of flour barrels every month. Where is that business now? Gone to the bag. I'll say to you that we haven't handled 500 flour barrels in the past year. And it's the same with other commodities—glass, crockery, chemicals, fruit, truck, etc. Why, we used to sell thousands of barrels throughout Jersey for apples and truck, but now the buying is done by the growers' association, and the buyers and shippers are being educated to the use of the half-barrel hamper and the basket."

All of which is only another emphasis on the necessity for continued and extensive advertising of the wooden barrel. So long as the cooperage trade is satisfied to allow the substitute package manufacturers to educate the consumer to their package, just so long will the wooden barrel find it more difficult to hold the business.

Along the same lines in tight barrel circles, an executive of a certain commercial alcohol corporation said: "We formerly used 7,000 alcohol barrels a month. Today we use about 700. Our customers demand the steel drum. We still have our cooper shop, but it is hardly an essential feature of our establishment at the present time."

Competition in slack barrels is still very keen, with prices varying considerably. Prices for second sugars vary all the way from 60 cents to 68 cents, with the price of No. 1 and No. 2 new sugars proportionately higher, except in some cases of severe price cutting to get the order. Second-hand apple barrels are quoted around 45 cents.

Stabilization of Stock Prices Would Mean Much for Barrel Trade

Speaking on the subject of cooperage stock prices, a member of the slack group in this city expressed the opinion that slack cooperage stock manufacturers should give some thought to the stabilization of prices. His particular point is that when prices are quoted they should hold good for a certain period of time. This would enable the barrel manufacturer to adequately figure his manufacturing cost per barrel, and put him in position to protect his quotations to barrel users in like manner. "As it is today," this manufacturer said, "I figure my cost, make my price to the customer either on contract or for their requirement over a period of time, and then along comes a new quotation on stock, and many times away goes our profit. Of course, if we fellows could carry great quantities of stock in warehouse we could protect ourselves, but that's not possible. It seems to me that if the stock manufacturers will get their production costs on a uniform basis, there would not be so much fluctuation of prices. To my mind it appears that they put on all the traffic can bear when business is good to take care of the periods when business is dull. Therefore, I think the question of costs has nothing to do with quotations."

Scarcity of Tight Barrels Effects Trade

The business situation with tight barrel coopers is about on a par with that of the slack group. There is no particularly heavy demand at present for any one class of tight barrels. Moreover, there is a scarcity of good No. 1 tight barrels, which is making it hard for the local trade not only to meet such demand as there is, but also to satisfactorily decide what action to take as to future deliveries.

Recently a large oil refinery asked for quotations on 2,000 oil barrels, but, with few exceptions, the dealers were not able to handle the inquiry, certainly not for immediate delivery. This scarcity of good tight barrels naturally has a tendency to decrease the volume of business done. Lard barrels is another item on the local market that is hard to secure.

A disastrous fire, which wiped out a large linseed oil plant a few months ago has seriously curtailed the demand for tight cooperage. This particular company plans to rebuild, but so far the insurance adjustments are not completed, which, of course, is delaying the rebuilding.

Increase in Price of Steel Drum Good Opportunity for Barrel Man

Nevertheless, in face of all these problems, the members of the tight group are not complaining. There has been business aplenty in past years and they feel that the future months will see a re-occurrence of profitable business for them again. Moreover, there appears to be an upward movement in the price of steel drums, which will throw a certain amount of business back to the wooden barrel.

Fine Barrel Outlook in Prosperity of Paint, Oil and Varnish Trades

The paint, oil and varnish industries expect a very good business year during 1926, and as these industries are heavy users of wooden barrels, the local tight coopers are looking forward to increased sales from these trades.

Manufacturers of white lead are of the opinion that 1926 will be a profitable year, with good, substantial business that will probably exceed the volume and value of 1925.

Commercial Alcohol Producers Operating to Capacity

Producers of commercial alcohol are operating to capacity and still are not able to supply the demand for their product. However, as mentioned above, the steel drum has cut into the wooden barrel demand in this industry. Despite this fact, the local trade looks for a large volume of orders from the commercial alcohol producers. From the views expressed there will be a sufficient call for alcohol barrels to take up all of this class of barrels that can be secured.

No Reason for Anything But Optimism

Therefore, considering the local cooperage trade from all angles, there is no occasion to be exercised over the present moderate demand. Taken all in all, the present business is seasonable, because of the holidays and the fact that many concerns are now taking their annual inventories. Of a certainty, the cooperage trade as a whole will share in the prosperous business predicted for 1926. The present let-down in activities should be utilized by the manufacturers and dealers to make their plans for the coming months. There is plenty of opportunity to get together and lay a foundation of good will among the members of the trade that will make for better cooperation, more stabilized prices and greater profits for all concerned.

Louisville Cooperage Situation Much Stronger

Close of Year Finds Prices Firmer, with Outlook for Prosperous 1926 Very Favorable

Taken as a whole, 1925 proved a better business year than was anticipated by the local cooperage trade at the beginning. The tight barrel branch of the industry enjoyed a fair volume of business; in fact, during the early fall tight cooperage manufacturers brought their daily production up to a very satisfactory figure. However, Jack Frost billed his appearance a little ahead of the usual opening date, and cut short the production increase.

The close of the year finds prices in somewhat better shape, with conditions more promising for an improved market in 1926. Long drouths in the South over the midsummer and early fall were followed by the wettest late fall in years. Naturally, production of staves and heading was abnormally light. There was no incentive to produce staves and heading at the prices prevailing. As a result of the light production, however, prices recovered considerably. Furthermore, barrel prices have become somewhat firmer, and the new year will open with a much healthier market on all cooperage and cooperage stock.

During December the turkey and poultry trade provided a nice volume of orders for slack barrel manufacturers. Kentucky is one of the leading turkey-producing States. About 60 per cent. of the turkey crop moved around Thanksgiving, the balance going out in December just ahead of the Christmas rush. The Louisville Provision Company, and Davidson, Adams, Seay Company, Louisville, are two of the largest turkey and poultry shippers in this district.

Fair Call for Barrels from Flour and Corn Millers

There has been a fair demand from the flour and corn millers for barrels. The mills have run full time on old orders. Wheat prices have been advancing steadily, with corresponding increases in prices for flour, the market going to $10.80 a barrel for best flour in carlots on December 23d. Jobbers' and retailers' stocks are said to be low, and increased new business in flour is anticipated after the first of January. This should produce additional business for the local slack barrel manufacturers.

Rapid Increase in Paint and Varnish Business Should Boost Barrel Sales

Because of the rapid increase in the paint and varnish business in Louisville during the past few years, there should be a greatly increased volume of barrel orders coming from that industry. The General Varnish Company, a division of the Peaslee-Gaulbert Company, is completing large additions to its plant. The Jones-Dabney Varnish Company has had a big year, and is again enlarging its plant. The Val. Blatz Paint and Varnish Company is adding several varnish fires and has greatly increased the capacity of its plant. The Porter Paint Company, the Merchants & Manufacturers Paint Company, the Louisville Paint Company, Progress Paint Company, Sun Varnish Company, Louisville Varnish Company, and others have gradually been growing. 1926 should therefore produce quite an increase in the cooperage requirements of these plants as well as in the entire paint and varnish trade of this section.

The Tight Stock and Barrel Price Market Is Ruling Stronger

As mentioned in a preceding paragraph, cooperage and cooperage stock prices are much stronger. White oak staves and heading for wine barrels are especially scarce. Gum staves and heading are not very plentiful, and the prices have increased.

Quotations at mills show red oak staves at $47.50 to $50.00 a thousand, with white oak staves on a mill run basis, as high as from $65.00 to $70.00 a thousand. Oil staves are quoted at around $55.00 to $60.00 a thousand, with wine staves at $90.00 to $95.00 a thousand, and gum staves at $35.00 to $37.50 a thousand. Red oak circled heading is quoted at 37 to 38 cents a set; white oak, 40 to 42 cents, and gum heading at 33 to 35 cents a set.

Tight barrels and kegs in carlots are quoted as follows:

		Red Oak	White Oak	Spirit	Charred
1 gallon		$0.70	$0.80	$1.00	$1.15
2 "		.75	.85	1.10	1.25
3 "		.85	.95	1.25	1.40
5 "		1.10	1.20	1.90	2.00
10 "		1.45	1.55	2.10	2.30
15 "		1.60	1.75	2.40	2.60
16 "		1.60	1.75	2.40	2.60
20 "	long	1.95	2.10	2.95	3.10
20 "	short	1.80	1.95	2.80	3.00
25 "		2.15	2.30	3.15	3.35
30		2.25	2.40	3.25	3.65
50 "		2.65	2.85	4.50	5.00

The Chess & Wymond Company, according to Mr. Cunningham of that company, are producing about a thousand packages a day, a little less than one-third of their capacity. The inventory period, of course, has something to do with this condition.

Mr. J. N. White, of the Louisville Cooperage Company, reports business running along at about a normal pace for the season, with good prospects in sight for the coming spring.

Will Build Big Paint Factory

The Charles R. Long, Jr., Company, manufacturers of railroad paints, recently announced plans for a $450,000 plant at Sixteenth and Magnolia Avenue, Louisville. This company plans to increase their production and take care of the demand for industrial paints, varnish, lacquers, etc., as well as railroad paints.

The Union Packing Company, Louisville, recently formed with a capital of $200,000, will install a big feeding and killing plant on Mellwood Avenue, in a section of the old Mellwood Distillery buildings, for handling poultry on a large scale.

Greater Stability in Crude Oil Market Despite Increased Production

The petroleum industry closed 1925 with a more profitable year than any time since 1922, So writes Warren C. Platt, editor of *National Petroleum News*, in a recent public statement, which statement was, in part, as follows:

"The burden of crude-oil overproduction gradually subsided during the last year, and prices for both crude oil at the well and refined oils at the refinery and tank wagon have been better than in either 1924 or 1923. When 1925 earnings statements are available, they should show greatly improved conditions in many companies.

"Production of crude oil in the United States in 1925 will be about 30,000,000 barrels greater than 1924 production, but the crude oil market has not been demoralized by the bringing in of great flush pools as in 1924 and 1923.

"Output of gasolene, except in California, was kept better in line with consumptive demand than in either of the two preceding years, although in mid-summer the movement of gasolene from California to the Atlantic seaboard and movement inland from Atlant c ports caused a break in eastern gasolene prices that for a while threatened to break seriously the markets of the mid-continent refiners.

"Increase in United States production about offsets a loss of 25,000,000 to 30,000,000 barrels in Mexican crude production from the 1924 recovery. In Colombia and Venezuela some substantial gains may be expected in 1926.

"A 350-mile pipe line in Colombia will open to commerce production of 40,000 to 45,000 barrels, already discovered. This pipe line will have a capacity of 30,000 barrels daily. Venezuela is already contributing several millions of barrels of crude yearly to the United States supply, and operation of American oil companies in that country portend a great increase in supply from that source."

Stave Plant Moves to New Location

The stave plant that has been operating at Leachville, Ark., for many years has closed permanently and the machinery will be moved to other locations. The company has cut out all the available timber in this section.

Cooperage Plant Begins Operation

Holland & Lampley, White Bluffs, Tenn., have placed their cooperage manufacturing plant in operation.

Steel Company Installs Dry Kilns

The installation of two new dry kilns has been made at the Sparrow's Point, Md., plant of the Bethlehem Steel Company. These kilns are of fireproof concrete construction and equipped with asbestos protected metal doors. They will be used for drying pine and gum nail keg staves.

Barrel Demand in Buffalo Stronger and Steadier

Increased Flour Output Has Helped Cooperage Trade—Europe Buying Flour in Barrels

The increased flour output in the Buffalo district has helped the barrel industry materially during 1925. Reports so far received are that not only is the demand much larger than it was two or three years ago, but it is much more steady.

The reason for the improved business is that the flour export trade has been better this year than expected. During the war and most of the time since, export orders, especially to Europe, have been uncertain and often quite few and small. It was expected that this sort of thing would continue this year, but something salutary has happened in Europe. The British Isles buy wheat, and so does Holland, but most of Europe, as well as South America, the West Indies and West Africa, come here for flour, and most of it has to go in barrels.

Inventory Time Holds Down Purchases

Just at present there is the usual holiday lull in the activities of slack cooperage shops, as well as of the flour mills. It is a fact well known to millers and also to coopers that nobody wants to buy flour during the holidays. The consumer's thoughts are on turkey and Christmas gifts, to the exclusion of the plain every-day necessities of life. Then, too, the baker and the grocer are planning to take inventories and to hold down purchases until stock taking is completed.

Hawaii and Cuba Will Harvest Big Sugar Crop

The outlook for the sugar industry for the coming year is not very bright, according to Harry D. Wishard, former president of the Chamber of Commerce of the Hawaiian Islands, who was a caller the other day at the local Chamber of Commerce. Mr. Wishard declared that such an abundant sugar crop is now being harvested, both in Hawaii and Cuba, that only those plantations which are most favorably located will make any money. Nevertheless, the big crops seem to find a sale in these days of sweetmeats and sweet drinks, and the refiners of sugar, as well as the coopers, may come into their own before very long.

Stock Price Market Unsettled

Slack cooperage material shows an unsettled state. Hoops are easier, but gum staves are firm, owing to the general strength in all southern timber. Gum is about the strongest wood in the market nowadays.

Quotations ruling during December were as follows: Five-foot six-inch hoops, $18 to $18.50; six-foot hoops, $19 to $19.50; six-foot nine-inch hoops, $20 to $20.50; No. 1 17⅛-inch basswood heading, 15 to 15½ cents; No. 1 28½-inch staves, $15 to $15.50; No. 1 30-inch staves, $15 to $15.50.

Tight Barrel Market Is Strong

The severe rainy weather in southern territory has caused increased strength in tight barrels and the market at present is strong, though the demand is limited because of the holiday season. White oak cider and vinegar barrels are quoted here at $3.25, with prospects of a steady market and possibly further advance in the near future.

Advertising a Powerful Sales Agent

The claim was made the other day by Henry O. Perry, editor of the Middleport (Niagara County) *Herald*, that New York State, and particularly his county, is losing its apple market to the enterprising fruit growers of the Pacific Coast. He was speaking before the Lockport Kiwanis Club and attributed the western success to advertising. His remarks have caused a good deal of comment from fruit men, some of whom do not agree with his conclusion. Some, however, agree with him. One of the latter is Fayette E. Pease, president of the Niagara County Agricultural Society. He said that the growers themselves are entirely to blame in their failure to have larger and more representative fruit exhibits at the county fairs. A far more aggressive publicity plan should be adopted to increase the market for their apples.

Anticipates Good Business for the Coming Months

J. R. KELLEY COOPERAGE CO., KANSAS CITY, MO.—Operations with us are about normal for this season. We anticipate a very fair volume of business for the next few months. Raw material is holding firm, with prices for the finished barrel satisfactory. It is true that the cooperage business during 1925 was quite ill at times, but the patient apparently has fully recovered.

C. L. Wood Made General Sales Manager, Carnegie Steel

Charles L. Wood has been appointed general manager of sales of the Carnegie Steel Co., Pittsburgh, Pa. Mr. Wood was formerly assistant to the general manager of sales, William G. Clyde, who is now president of the company. Samuel R. Hoover has been appointed as assistant to Mr. Wood.

Pekin Wood Products Co. Completes New Modern Plant

The Pekin Wood Products Company, Helena, Ark., has completed its new and modern plant. The company succeeds one formerly operated by the Pekin Cooperage Company. In addition to taking over the old plant a new plant has been equipped for the manufacture of automobile parts. J. M. Wiley, vice-president and general manager of the company, states that while the company is starting off with 150 employees it expects to have double that number on the payroll by the time the spring season rolls around.

The Peter Gerlach Company Now Located in Their New Home

Peter Gerlach Company, the well known cooperage machinery and saw manufacturers, of Cleveland, who recently were forced to sell their plants to the Cleveland Union Depot project, are now located in their new home, at Halstead Street and New York Central Railroad.

The new plant is of modern fireproof construction, steam-heated throughout, and contains 35,000 feet, all on the ground floor, which aids materially in effecting a saving in manufacturing costs.

Owing to the death of their president, the late Rudolph P. Gerlach, changes in the official personnel were necessary. Therefore, at a recent meeting the following officers were elected:

President, Edward J. Stahl. Mr. Stahl is well known to many of the cooperage fraternity, having been connected with the company for the past 33 years. Mr. Stahl is also vice-president of the Baker, Raulang Co., large automobile body manufacturers, of Cleveland.

Vice-president and treasurer, W. R. Gerlach. Mr. Gerlach, who is one of the third generation of Gerlachs in the business, is a certified public accountant.

Secretary, A. J. Marnie. Mr. Marnie has been with the organization for the past 20 years. A. J. Gerlach, M. E., another of the third generation, is factory superintendent, and has a thorough knowledge of the cooperage trade's machinery and saw requirements.

The new officers of the company will pursue the policy of maintaining the Gerlach quality, and with new equipment and improved facilities for manufacturing, their clients are assured of that fair and liberal consideration for which the company is renowned.

To avoid delay, the Peter Gerlach Company requests that its many friends address future mail to the new address, Halstead Street and New York Central Railroad, Cleveland, Ohio.

G. I. Frazier Company Now In New Quarters

The G. I. Frazier Company have moved their general offices from Nashville, Tenn., to Memphis, Tenn. The new headquarters of the company are located in the Bank of Commerce Building, Memphis, Tenn., where all orders for tight barrel staves and heading can now be addressed for prompt shipment.

Have Dissolved Partnership

The partnership of H. Arenson and Morris Calig, trading as H. Arenson & Co., 238 Fourth Ave., Pittsburgh, Pa., has been dissolved. Mr. Arenson retires from the firm by disposing of his interests to Mr. Morris Calig. The business will be continued under the name of the Calig Barrel Co., with Mr. Calig as sole owner.

What Barrel Using Industries Are Doing

Big Oil Merger on Pacific Coast

Merger of the Standard Oil Company of California and the Pacific Oil Company, two of the largest members of the western oil group, subject to ratification by stockholders, was announced December 23d by Henry W. De Forest, chairman of the board of the Pacific Oil Company. The consolidated company will be directed by the management of the present Standard Oil Company of California, and the present organization of the Pacific Oil Company will be maintained.

The merger will give the new company control of all producing property of the Pacific Oil Company, comprising about 261,000 acres of land in the San Joaquin Valley in California. The present crude oil production of the Pacific is 55,000 barrels a day.

Temperature Surveys for Fruit Districts Being Made

Temperature surveys are made in fruit districts in several parts of the country by the Weather Bureau of the United States Department of Agriculture. By means of these surveys the temperature relations between various sections, differing in susceptibility to frost, are furnished to those who desire information as to the suitability of a given district for fruit growing, regarded in relation to the frost hazard.

Production of Beet Sugar Five Times Greater than Sugar Cane

Ten billion pounds of sugar per year are required to satisfy the American sweet tooth. The average person in the United States consumes more than 90 pounds of it each year, according to the United States Department of Agriculture educational film productions, "Sugar Cane and Cane Sugar," and "Beets from Seed to Sugar Bowl."

Although only a bare one-fourth of the sugar we consume is home grown, sugar-beet and sugar-cane production rank among our important agricultural industries. About four-fifths of the domestic cane crop is grown in Louisiana, while Michigan, Minnesota, Colorado, Utah and California are prominent sugar-beet States.

Sugar cane was introduced into America in early colonial days, while the sugar beet, though older than Christianity, was brought to the New World in recent years. The quantity of beet sugar produced in North America is five times greater than the amount of cane sugar produced on this continent.

Creamery Company Gets Charter

Application has been made to the government for charter by the Maple Leaf Creamery, Meadville, Pa., for the manufacture of cheese, butter and ice cream.

Two Gasolene Plants Change Owners

December has been marked in Texas oil fields by traffic in natural gasolene plants and manufacturing. Snowden and McSweeney, operators in the Breckenridge field of Stephens County, sold one of their plants to the Gulf Production Company for $100,000. Capacity is 6,000 gallons daily.

Two plants in the Panhandle district, owned by the American Gasolene Company, were bought by the Phillips Petroleum Company. The price is said to have been $300,000.

Condensed Milk Companies Merge

Plans are nearing completion for a nation-wide merger of condensed milk companies, according to current reports, including the Western Reserve Condensed Milk Company, of Cleveland, and manufacturers in New York, Ohio, Illinois, Wisconsin and the Pacific Coast.

The United Milk Products Company is the name of the new corporation, which has been organized under Delaware laws, with capital of $25,000,000 in 7 per cent. preferred stock callable at $110 and 250,000 shares of no par common stock.

Will Build Cement Plant

Charles L. Hall, of Chattanooga, Tenn., and associates, will build a Portland cement Plant at St. Stephens, Alabama, 60 miles from Mobile on the Tombigbee River. The new organization will be called the Santa Rosa Portland Cement Company, and will maintain warehouses for quick service in Mobile, Tampa and New York. The plant will be completed and in operation by the fall of 1926, and will have a capacity of 4,500 barrels per day.

Salt Companies Consolidate

Five salt-producing companies of California, with total assets of approximately $3,500,000, have been consolidated under the name of the Leslie California Salt Company The merger includes the California Salt Company, Leslie Salt Refining Company and Continental Salt and Chemical Company of San Francisco, and the California Rock Salt Company and Golden West Products Company, of Los Angeles. The acreage and capacity of the consolidated company makes it one of the largest salt producers and refiners in the West.

Powdered Milk Plant in Operation

A $150,000 plant for the manufacture of powdered milk was recently put into operation by the Clintonville Powdered Milk Company of Clintonville, Wis. Mr. John Winkler is president and G. Edward Schultz is secretary-treasurer of the new company.

Paint, Oil and Varnish

The Big Four Paint & Varnish Co., Cleveland, Ohio, has filed articles of incorporation with a capital of $10,000. The incorporators are F. J. Mack, Harry Silverman, J. M. Namen, Lois M. Dehcteskey and H. H. David.

The O'Neil Oil & Paint Co., Milwaukee, Wis., has reorganized its business into three divisions—the O'Neil Oil Co., which will handle gasoline and lubricating oils; the O'Neil Products Co., which will care for the jobbing division, and the O'Neil Duro Company, which will care for the manufacturing division. A new plant is contemplated.

The Wisconsin Paint Mfg. Co., of Milwaukee, is erecting a two-story factory building at 1622 Richards Street, Milwaukee.

The Cook Paint & Varnish Co., Kansas City, Mo., has purchased the Scott-Sullivan Paint Co., of St. Louis. The purchase includes both the manufacturing and distributing business of the company which will be continued as the Scott-Sullivan Paint Co. division of the Cook Paint & Varnish Co.

With the Candy Trade

Flower City Candy Works, Rochester, N. Y., incorporated by J. K. Chastas, S. and P. Rousos, capital stock, $30,000.

Gmelich Candy Co., Peoria, Ill., incorporated to conduct a wholesale candy business—capital stock, $20,000.

B. G. Lambros, Inc., is a new corporation to conduct a confectionery business, with offices at 10 S. Halstead Street, Chicago, Ill. Capital, $10,000. Incorporators, Basil G. Lambros, G. C. Marks and Carl Hartmann.

Franklin Sales Corp., 320 S. Franklin St., Chicago, Ill., incorporated to conduct a confectionery business by S. L. L. and A. S. Deutsch—capital, $1,000.

Justice Confectionery Co., 301 E. Fort Avenue, Baltimore, Md., incorporated by John George and others—capital, $10,000.

Associated Confectioners, Minneapolis, Minn., has been incorporated by Thomas M. Callas and others, with capital stock of $50,000. Office, 800 E. Lake Street.

New Oil Refinery Erected

The Interocean Oil Company will erect a refinery at Baltimore, Md., with a capacity of 3,000 barrels a day.

Foreign Trade Department

Slack and Tight Heading Will Be Separately Declared In Changed Lumber Export Schedule

Realizing the need for more complete and accurate lumber export statistics, the Lumber Division in co-operation with the Statistical Division of the Bureau of Foreign and Domestic Commerce, has made certain changes in the Lumber Export Schedule. The revised schedule became effective on January 1, 1926, and beginning with that date declarations should be made to conform to the new classification.

Printed copies of the schedule covering all commodities, known as "Schedule B, Statistical Classification of Domestic Commodities Exported," will be for sale, as in former years, at the price of five cents, by the Superintendent of Documents, Government Printing Office, Washington, D. C., and by the various district and co-operative offices of the Bureau of Foreign and Domestic Commerce.

The Lumber Division will later issue in mimeographed form as a circular the lumber section of Schedule B in full, with comments on the changes and additions for 1926, and notations on the items intended to be declared under various specific numbers.

Attention Called to Particular Changes

The printed schedule, "Schedule B," and the proposed circular above mentioned are referred to for the majority of the changes effective on January 1, 1926, but attention is called particularly to the following:

Sugar pine lumber is a new item for specific declaration. Declare under No. 4,106 with white and western pine.

Small softwood dimension stock (No. 4,118) and small hardwood dimension stock (No. 4,135) are new classes. Handle dimension stock, which was formerly declared with handles, is included with other small dimension stock under these numbers.

Birch, beech and maple boards, planks and scantlings are to be declared under No. 4,130. Do not declare flooring or small dimension stock of these species here, but under hardwood flooring (No. 4,225) or hardwood small dimension stock (No. 4,135).

Wagon oak plank (No. 4,134) is a new classification.

Slack heading and tight heading are to be separately declared. Declare tight heading under No. 4,203, slack heading under No. 4,204.

Creosoted or otherwise preserved sawn timber and ties, whether hardwood or softwood, are to be declared as provided for under the new schedule, *i. e.*, under No. 4,025 for creosoted ties, under No. 4,080 for creosoted southern pine sawn timber, and under No. 4,085 for creosoted sawn timber of other species.

English Cooperage Industry Opposes Use of Foreign Beer Casks

According to a report from Trade Commissioner A. E. Boadle, London, some opposition has recently developed in the English cooperage industry against the use of foreign-made casks by the brewing trade. These oak casks are imported principally from Germany and the Netherlands, with a few from Belgium, made from Russian and Polish staves. Inasmuch as the British brewing trade does not use American oak for its barrels, claiming it is unsatisfactory on account of its tannin flavoring the beer, our stave exports can not be affected.

During the war, when it was impossible to get staves from Russia (Memel) and Poland, brewers had to supply their needs from the United States, but as soon as the Russian and Polish staves again became available the trade returned to their use. As a consequence, there has been a surplus in the United Kingdom of American staves in brewery sizes for the past four years. Efforts on the part of the representatives of American stave exporters to induce the resumption of American staves for beer casks so far have been without results, although it is felt that the attitude of the brewers is not well founded.

Opposition Applies Only to Continental

While America does export some empty barrels to this market, they are second-hand palm-oil casks, and, as such, are not included in the opposition to the Continental oak cask. Neither is any protest being made by the English cooperage industry against the importation of dressed and jointed staves shipped in shook form, or other classes of tight or slack stock, so that American cooperage is not in any danger from the present agitation, which is entirely against the Continental barrel.

South African Wine Trade Normal. Stave Imports Increase

According to the report of Mr. J. P. Moffitt consul in charge at Cape Town, South Africa, the general feeling among wine producers is that the wine trade is now normal and the figures of importation of staves for 1925 should at least equal the high figure of 1923 and 1924. The wine trade was in very bad condition from 1920 to 1922. During that period the importation of staves practically ceased.

In 1924 the stave importations practically more than doubled the stave imports of 1923, goods to the value of $75,844 being imported to South Africa, of which the United States supplied $74,263.

There is no customs duty on staves, wooden, in the rough, entering the Union of South Africa.

London to Have Oil Show—Wooden Barrel Should Be Exhibited

An International Oil Exhibition is to be held from April 21st to May 8th in the Crystal Palace, London. For this purpose the whole of the main exhibition building has been reserved with over 100,000 square feet of exhibition space under one roof, and all on the ground floor.

During the run of the exhibition it is intended to hold an International Petroleum Congress, and the chief governments of the world are to be approached in connection therewith. The exhibition is to be exclusively devoted to displays directly associated with the producing, refining, transport and distribution of oil products.

The Rotterdam Market for New and Second-Hand Barrels In Excellent Condition. Stave Imports Increase

Consul Edward A. Dow, writing from Rotterdam, Netherlands, reports a considerable market for empty barrels, both new and second-hand. The bulk of the demand, however, is supplied by Dutch coopers who, because of lower wages paid, are able to market high-class barrels made of American and other foreign staves and headings at a lower price than it is possible to sell foreign-made barrels. During the first nine months of 1924 and 1925, Dutch imports of new barrels, coming principally from Germany, amounted to 764 and 598 metric tons, respectively. The exports from Holland of new barrels totaled 1,220 metric tons during the first nine months of 1925, as compared with 1,080 metric tons during the similar period of 1924, chiefly to Great Britain and the Dutch East Indies. Imports and exports of used barrels were slight, although some supplies are obtained in Great Britain and Spain.

The chief uses for barrels in Holland are for fish—principally herring—butter, margarine, lard, vinegar and oils and for spirits.

Market for Used Barrels

Importers at Rotterdam report a demand for large quantities of American once-used, or even twice-used barrels in Holland, particularly if prices are not too high considering the freight rate from the United States. Such buyers require that the barrels have not been used more than twice, that they bear the original American marks, and that they be in good condition.

Importers exercise great care in making such purchases, and a few buyers obtain them in the local market or in Germany in order to permit inspection of the barrels before purchases are concluded.

No import duty is levied upon barrels shipped into Holland. Dutch dealers usually import barrels c. i. f., Rotterdam, payment cash against documents.

Importation of Staves

As stated above, Dutch coopers buy rough staves abroad for the manufacture of barrels. Imports of this commodity have increased recently due to improvement during 1924 and 1925 in general economic conditions, particularly in Germany. During the first nine months of 1923, 5,544 metric tons of staves were imported into Holland, 7,465 tons in a similar period of 1924, and 8,782 tons in the 1925 period. During the nine-month periods of 1924 and 1925, 4,065 metric tons and 4,134 tons, respectively, were furnished by Germany; 767 metric tons and 2,739 metric tons, respectively, were purchased in the United States, and 1,622 and 1,119 tons, respectively, were bought in Poland. Although Germany still furnishes the largest share of Dutch imports of staves, the United States gained considerably during the nine-month period of 1925 over the 1924 period.

Douglas Fir Staves Largely Used by Australian Coopers

Writing from Sydney, on the Australian stave trade, Commissioner E. G. Babbitt says:

Douglas fir, or "Oregon," by which name it is generally known in Australia, is largely used in the manufacture of tallow casks, but the importation of staves has been steadily decreasing.

In 1913, 3,639,969 staves, valued at £22,870, were imported, of which 34.5 per cent. came from the United States; 32.8 per cent. from Canada; 25.3 per cent. from Japan; and 6.5 per cent. from New Zealand.

In 1915-16 there were 67,380 dressed or partly dressed staves imported, and 591,750 undressed staves, the latter valued at £11,164, the United States supplying 66 per cent.

In 1920-21, 643,887 undressed staves were imported, valued at £24,532, practically divided between the United States, 66 per cent., and Canada 33 per cent.

Imports during the years 1922-23 and 1923-24 were as follows:

Staves—dressed or partly dressed, but not shaped

	1922-23		1923-24	
From	No.	Value	No.	Value
United Kingdom	3,600	£924	452	£208
Germany	30	82	1,200	557
Japan	3,863	332	...	...
Russia	100	6	...	...
United States	25,124	1,814	7,400	432
	32,717	3,158	9,052	1,197

Importing States

	No.	£	No.	£
New South Wales	100	6	452	208
Victoria	24	1	...	...
Queensland	3,863	332	7,400	432
South Australia	28,730	2,819	1,200	557

In 1922-23 the United States supplied 72 per cent. of these staves, but only 57 per cent. of the value; Japan, 11 per cent. of the quantity and 10 per cent. of the value; United Kingdom, 11 per cent. of the quantity, but 29 per cent. of the value. Of the imports that year Queensland bought from Japan, New South Wales from Russia, the rest going to South Australia.

In 1923-24 the decrease is very marked, but the United States increased its quantity proportion to 81 per cent., but dropped to 36 per cent. of value. Germany supplied 13 per cent. of quantity and 46 per cent. of the value. The United Kingdom dropped to 5 per cent. of quantity and 18 per cent. of the value.

Staves—Undressed

	1922-23		1923-24	
Country of origin	No.	Value	No.	Value
United Kingdom	.....	.....	8,034	£382
Canada	630,743	£4,488	213,658	2,024
New Zealand	109,913	1,290	.....	.....
Japan	1,200	79	10,400	954
Poland	.....	.....	8,000	162
United States	910,113	8,657	291,883	8,600
	1,651,968	14,514	531,975	12,122

Importing States

	No.	Value	No.	Value
New South Wales	1,541,688	£11,369	312,091	£2,496
Queensland	77,780	1,244	92,284	2,653
South Australia	32,500	1,901	127,600	6,973

The falling off of imports of undressed staves is almost as marked as that of the dressed staves. The United States about held its own in quantity, with 55 per cent. in 1922-23 and 54 per cent. in 1924, but increased in value from 59 per cent. to 70 per cent. Canada was the chief competitor, with 38 per cent. and 40 per cent. of quantity, but dropped from 30 per cent. to 16 per cent. of value. Japan increased its sales to Australia from 0.7 per cent. to 1.95 per cent. of quantity and 0.54 per cent. to 7.8 per cent. in the two years. The United Kingdom and Poland came into the market in 1924, while New Zealand pine staves dropped out entirely.

The greater part of the imports is of Douglas fir, dimensions being generally 4 feet by 4 inches by 1 inch, some coming at 3 inches in width. Some New Zealand pine is used, and one meat-packing concern in Queensland reports an approximate annual consumption of 140,000 super feet of local timber. On the other hand, another packer reports using Douglas fir, finding "it is much better for staves than our local pine." A number of meat packers and tallow cask makers report they use Douglas fir for this purpose.

The Commonwealth Bureau of Census and Statistics reports in 1922-23 a total of 40 firms engaged in cooperage, of which 16 are in New South Wales, 10 in Queensland and 9 in Victoria. Many of these establishments, however, confine their output to brewery lines.

Proposed Revision In Tax Bill Hailed By Foreign Traders

The inclusion by the House Ways and Means Committee of a provision in the tax revision bill, relieving Americans in foreign countries from taxation upon income earned in promoting American foreign trade, is hailed by foreign traders throughout the United States as a hopeful indication that the end of the long fight for this relief is in sight.

The present terms of the agreement in the committee on the application of this provision are to the effect that individual citizens engaged in foreign trade are to be exempt from income tax on salary or commissions from the sale of United States products for export if engaged in making such sales for more than six months in the year.

Trade associations and Chambers of Commerce in this country, and American Chambers of Commerce in other countries, have been urgent for years in the effort to secure this legislation.

The news of the action of the Ways and Means Committee will be a welcome encouragement to many Americans all around the world who are representing United States business houses and devoting themselves to furthering foreign trade. The United States is the only trading nation in the world which has maintained the policy of taxing its nationals engaged abroad in promoting its trade upon the income they earn in such work.

Writing on this subject, Mr. O. K. Davis, secretary of the National Foreign Trade Council, says: "There is no real justification for such a tax at the present time. It lays an unnecessary and vexatious handicap upon American foreign trade which more than offsets the small amount of revenue it brings to the government.

"Its present effect is also to increase the difficulty of securing competent men to represent American trading houses in other countries, by subjecting them to what they all regard as an unfair discrimination. They find at once that their British, French, German and other foreign competitors are not taxed by their home governments in this way, and the result is a rankling grievance.

"Everybody in the United States knows that we are facing constantly keener competition in our foreign trade. In the effort to meet that competition we are served chiefly by two factors—production and salesmanship. It has always been American national policy to foster and promote production. The government has spent hundreds of millions for that. But at the same time the government has taxed and handicapped salesmanship. The action of the Ways and Means Committee now gives promise that this particular handicap is near its end."

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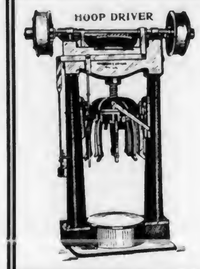

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MT. OLIVE STAVE CO.

BATESVILLE, ARK.

MANUFACTURERS OF

TIGHT BARREL STAVES and HEADING

IN

WHITE OAK, RED OAK, GUM and ASH

PROMPT SHIPMENT CLOSE INSPECTION QUALITY

COLWELL COOPERAGE CO.

120 BROADWAY : : NEW YORK CITY

Est'd 1876

Cooperage Stock

Slack and Tight

SUPPLIES .·. TOOLS

Straight or mixed cars from the mill. L. C. L. deliveries from our local warehouses.

Farmers Manufacturing Co.

MANUFACTURERS OF

STAVES, HEADING
SLACK BARRELS
PACKAGES--ALL KINDS

FOR FRUITS AND VEGETABLES

Plants Located from Florida to New York

MAIN OFFICE NORFOLK, VIRGINIA

Chris Heidt, 2d
Chas. E. Heidt

ESTABLISHED 1860

Phones { 1155 / 1156 } Bergen

C. HEIDT & SON, Inc.

JERSEY CITY, N. J.

New Slack Barrels for all dry materials, chemicals, sugar, etc.

Tongue and Grooved Barrels a Specialty

BARRELS

Second-hand Barrels All Kinds Slack and Tight

We Specialize preparing tight barrels for all purposes

"A Used Barrel is Better Than a New One"

QUALITY and SERVICE Our Motto!

OFFICE, 64 Fairmount Ave. PLANT, 12-88 Fairmount Ave.

MOISTAT-METHOD KILN-DRIED SLACK

HARDWOOD **HEADING** SOFTWOOD

STAVES Hardwood only

Coopers' Adzes for sale

Plain BARRELS Tongued and grooved

FOR IMMEDIATE SHIPMENT
MIXED CAR
No. 2 30", 19" and 24" Staves
CARLOAD AND LESS CARLOAD SHIPMENTS

MOUNT TABOR COOPERAGE CO., Inc. DANBY VERMONT

Going Again Bigger and Better

Am pleased to announce to my friends that I am better prepared than ever to furnish staves of the highest quality. Tight Sap White Oak Oils, Red Oak Oils, Regular Wines, Etc., K. D. J. & B. Also a few cut offs.

M. L. SIGMAN MONTICELLO ARKANSAS

E. HENNING, Inc.

We offer you the facilities of the "Henning" Service in the purchase of

TIGHT COOPERAGE STOCK
STAVES HEADING

SLACK COOPERAGE STOCK
STAVES HOOPS HEADING

ICE CREAM TUB STOCK
STAVES BOTTOMS

COOPERAGE MACHINERY
TIGHT NEW OR USED SLACK

Write us at

431 Dearborn St., CHICAGO, ILL.

Kegs and Barrels—Hoops, Staves, Headings
Slack and Tight—Cooper Tacks, Truss Hoops
Cooperage—Candy Pails - - - - -

MORRIS WALSH SONS

Office—813 Sarah Street

FACTORY { South 8th to South 9th on Sarah Street, South Side :: PITTSBURGH, PA.

Phone: Hemlock 0165

There's Only One Wooden Barrel Paper

—THE JOURNAL IS IT!—

STEEL DRUMS are Competitive with WOODEN BARRELS.
The Journal STANDS for the WOODEN BARREL!

BAGS AND SACKS are Competitive with the WOODEN BARREL.
The Journal STANDS for the WOODEN BARREL!

WOODEN BOXES are Competitive with the WOODEN BARREL.
The Journal STANDS for the WOODEN BARREL!

WOODEN BASKETS, HAMPERS, CASES AND FIBER CONTAINERS are all Competitive with the WOODEN BARREL.
The Journal STANDS for the WOODEN BARREL!

For 41 Years The Journal has Championed the Wooden Barrel!

It is EXCLUSIVELY COOPERAGE!

Its Allegiance is NOT DIVIDED!

The Journal will take your sales message direct to the buyer, no matter where he is. It's The Journal's business to know where he is, and it does.

Keep this fact in the foreground when planning your advertising for 1926.

IT WILL SAFEGUARD YOUR BUSINESS; PROTECT YOUR TRADE, AND PAY YOU A PROFIT!

THE NATIONAL COOPERS' JOURNAL

- ESTABLISHED 1885 -

Philadelphia

TONGUED AND GROOVED

BARRELS

SHIPPED IN

TELESCOPED FORM

SAVES STORAGE SPACE AND FREIGHT BILLS

SANDUSKY TONGUE AND GROOVED BARRELS are exceptionally well made from carefully selected No. 1 Stock.

IN TELESCOPED FORM they possess the money-saving features of SPACE AND FREIGHT SAVING, EASY HOOPING AND HEADING, QUICK HANDLING.

MODERN PLANTS, competently manned and conveniently located at all pivotal points enables us to promptly supply slack barrel users in all Eastern and Central States.

LET US HANDLE YOUR NEXT ORDER

The Sandusky Cooperage and Lumber Co.

BUDER BUILDING, ST. LOUIS, MO.

"THE CHAMPION"
Our unexcelled Barrel Heater
Over 30,000 Now in Use

"The Champion" Heats More Barrels and Does it Better Than Any Other Heater Made

The HYNSON COMPANY

Largest Exclusive Coopers' Tool Supply House In the World

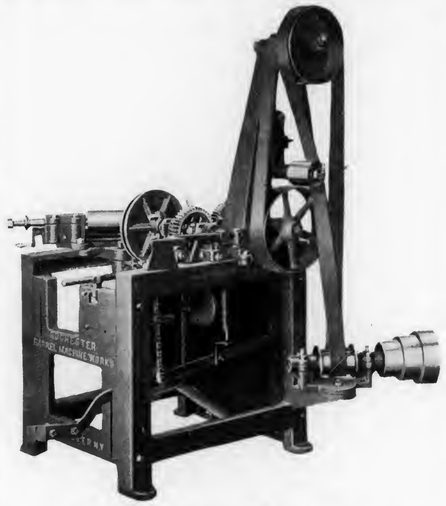
WHEN it comes to coopers' tools and supplies "Hynson" stands second to none. We manufacture our products and are always stocked to handle orders promptly and satisfactorily. There is nothing the barrel maker needs that we can not supply. Place your orders with us now.

Hynson's O. K. Croze, all metal

Hynson's Chamfer Howel or (Go-Devil)

If It Comes from "Hynson" You Know It's Right

ST. LOUIS .·. MISSOURI

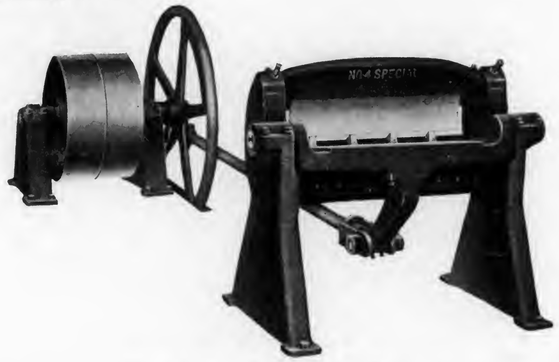


No. 5 HEADING TURNER showing new belt feed arrangement, dispensing with worm, worm wheel and bevel gears.

This Turner is designed for Circling Slack Keg Heading, Barrel Heading and Square Edge Covers.

We manufacture a full line of Slack Stave and Heading Machinery.

No. 5 Heading Turner



No. 4 Special Stave Cutter

A new design machine of extremely strong and rigid construction especially adapted for cutting hardwood staves. Write for particulars

We manufacture a full line of Slack Stave and Heading Machinery

Catalog upon request

ROCHESTER BARREL MACHINE WORKS

Successor to JOHN GREENWOOD

ROCHESTER -:- NEW YORK

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The National COOPERS' JOURNAL

DEVOTED TO THE COOPERAGE INDUSTRY

A paper of great value to all stave, hoop, heading and liner manufacturers; to all makers and users of barrels, kegs, casks, tubs, pails, machinery and mill supplies.

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Do You Know All About SOFTEX

The above battery was planned by our engineers—not only quality materials go into Standard Dry Kilns but engineering experience in your particular field for over a third of a century. For big or little plants, cooperage men standardize on Standard.

the remarkable new system for drying staves, heading, etc., which produces soft-textured stock, easy on your machine knives, thoroughly and uniformly dry, cuts with less breakage and degrade. We want to send a free copy of our booklet—just write your name and address on this page and mail to us at address below—you'll find it interesting, and you want to know about this new system which is being installed in all sections of the country—tear this off now!

If you need anything in the way of kiln accessories you will want our prices and specifications of quality—ask us about kiln trucks, stave bolt cars, transfers, steam traps, hygrometers, pipe, rail, etc.

The STANDARD Dry Kiln Co.

1521 McCarty St. Indianapolis, Ind.

If your stock is dried in Standard Dry Kilns

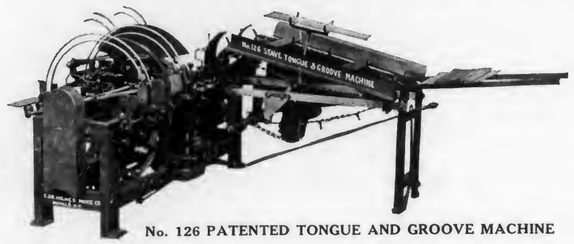
Ask for free Softex booklet.

The Best Life Insurance For

SLACK BARRELS

Is Tongued and Grooved Staves

Buy the Holmes Machine



It Gives Best Results

No. 126 PATENTED TONGUE AND GROOVE MACHINE

E. & B. HOLMES MACHINERY COMPANY

45 CHICAGO STREET BUFFALO, NEW YORK, U. S. A.

"THE CHAMPION"
Our unexcelled Barrel Heater
Over 30,000 Now in Use

"The Champion" Heats More Barrels and Does it Better Than Any Other Heater Made

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Largest Exclusive Coopers' Tool Supply House In the World

WHEN it comes to coopers' tools and supplies "Hynson" stands second to none. We manufacture our products and are always stocked to handle orders promptly and satisfactorily. There is nothing the barrel maker needs that we can not supply. Place your orders with us now.

Hynson's O. K. Croze, all metal

Hynson's Chamfer Howel or (Go-Devil)

If It Comes from "Hynson" You Know It's Right

ST. LOUIS .·. MISSOURI

The National Coopers' Journal, published the first of each month and entered as second-class matter at the Philadelphia post office.

C. M. VAN AKEN COOPERAGE CO.

BUYERS AND SELLERS OF

Staves, Hoops Heading

and

COOPERAGE SUPPLIES

Promptness is our Motto

GOOD STOCK is what we want to buy is what we aim to sell

ADDRESS ALL COMMUNICATIONS

141 Broadway, New York

WASHINGTON LIFE BUILDING

SLACK BARRELS

that are distinguished by a marked superiority of manufacture and materials

TIGHT KEGS

that deliver their contents in perfect order and command the confidence of careful shippers.

Our APPLE BARREL STOCK has won a national reputation for quality and value.

Wylie & Wilson, Inc.

SAGINAW, MICHIGAN

GREIF BROS. COOPERAGE COMPANY

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SLACK

BARRELS
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Thirty years of Quality production is the foundation upon which our leadership in the trade is based. Our equipment, technical knowledge and experience is placed at your disposal.

Enormous Factory Capacity
Huge Timber Holdings
Central Warehouse Stocks

Cars Straight, Matched or Mixed

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HUDSON & DUGGER COMPANY

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Hope, Arkansas
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Mills
Pine Bluff, Arkansas
Little Rock, Arkansas

Manufacturers of

Tight Barrel Circled Heading

CHICKASAW WOOD PRODUCTS CO.
CHICKASAW COOPERAGE CO.

Barrels, Staves
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AMERICAN WIRE **HOOPS**

TWISTED SPLICE Used for slack cooperage BARRELS—sugar, flour, apple, potato, veneer truck, fish, salt, lime, KEGS and BASKETS
ELECTRIC WELDED Used for smooth woodenware, butter, lard and wash tubs, candy pails, jacket cans, etc.

Made to measure ready for use. Strong, economical, easily applied.
Made of specially adapted steel in plain, bright or other finishes.

SEND FOR FREE SAMPLES AND CATALOGUE

American Steel & Wire Company
CHICAGO—NEW YORK

Going Again **Bigger and Better**

Am pleased to announce to my friends that I am better prepared than ever to furnish staves of the highest quality. Tight Sap White Oak Oils, Red Oak Oils, Regular Wines, Etc., K. D. J. & B. Also a few cut offs.

M. L. SIGMAN MONTICELLO ARKANSAS

Farmers Manufacturing Co.
MANUFACTURERS OF
STAVES, HEADING
SLACK BARRELS
PACKAGES--ALL KINDS
FOR FRUITS AND VEGETABLES

Plants Located from Florida to New York
MAIN OFFICE NORFOLK, VIRGINIA

35 Years' Experience in stave business
G. F. ADAMS
RUSTON Manufacturer of LOUISIANA
Palm Oil Bucked
STAVES
3 feet to 54 inches by 1 in., 1⅛ in., 1¼ in., 1½ in., 1¾ in. and 2 in. thick
CIRCLE AND FLAT -:- WHITE AND RED OAK

E. HENNING, Inc.
Cooperage Stock
Manhattan Building Chicago, Ill.

Chris Heidt, 2d
Chas. E. Heidt
ESTABLISHED 1860
Phones { 1155 / 1156 } Bergen
C. HEIDT & SON, Inc.
JERSEY CITY, N. J.

New Slack Barrels for all dry materials, chemicals, sugar, etc.
Tongue and Grooved Barrels a Specialty
BARRELS
Second-hand Barrels All Kinds Slack and Tight
We Specialize preparing tight barrels for all purposes
"A Used Barrel is Better Than a New One"
QUALITY and SERVICE Our Motto!
OFFICE, 64 Fairmount Ave. PLANT, 12-88 Fairmount Ave.

COLWELL COOPERAGE CO.
120 BROADWAY : : NEW YORK CITY
Est'd 1876
Cooperage Stock
Slack and Tight
SUPPLIES .·. TOOLS
Straight or mixed cars from the mill.
L. C. L. deliveries from our local warehouses.

Struthers-Ziegler Cooperage Co.
SLACK BARREL MATERIAL
1314 LAFAYETTE BLDG. DETROIT, MICHIGAN

Do You Know That
Graham Stave and Heading Co.
JACKSON, MISS.
Offers a complete service in supplying your present or future requirements of
Tight Cooperage STOCK
Let us prove to you what real "Quality Stock" means. That's the kind we manufacture.
Mills at
Jackson, Miss. Winnsboro, La.
Port Gibson, Miss. Hammond, La.
Finishing Plants at
Jackson, Miss. Winnsboro, La.

Cate-LaNieve Company
INCORPORATED
We Insist on putting a little ***More Quality*** into our stock manufacture than the standard specifications demand.
It is the business practice upon which we have built our trade reputation and which assures the utmost satisfaction to every user of our grade of stock.
Slack Barrel Staves Elm Hoops
Gum and Pine Heading
A D & L Tight Barrel Staves
Warehouses
Memphis Memphis, Tenn. Blytheville, Ark. Nettleton, Ark. *Tennessee*

C. E. MURRAY
Decherd Tennessee
MANUFACTURER
Southern Pine Heading
Sizes 9¼" to 24" Bevel or Square Edge
PRICES ALWAYS RIGHT

Write, 'phone or wire us if you want quick service
In Best Quality Slack Barrel
Staves, Hoops and Heading
Orders for Straight or Mixed Cars can be handled efficiently and quickly, as we can assemble at advantageous points
THE GIDEON-ANDERSON CO.
Second and Angelica Sts. : ST. LOUIS, MO.

We Are Ready To Serve You ——— Will You Let Us?

SERVICE is the keystone upon which The Associated Cooperage Industries of America is founded.

SERVICE to the Wooden Barrel—SERVICE to the Cooperage Industry—SERVICE to YOU as an individual member of the Trade.

Organized effort today is the greatest SERVICE POWER for business good, trade protection, and trade expansion, that the individual business man has. To be outside the stronghold of your Trade Association is to be cut off from your power service.

We urge you to join The Associated Cooperage Industries of America, and work with us in sustaining and maintaining the strong position of the Wooden Barrel as the Perfect Shipping Package. The continued and increased use of the Wooden Barrel means the continued and increased prosperity of your individual business.

Active Association Membership Will Pay You Big Dividends.

The $100.00 minimum membership fee is an investment in the future advancement of your Trade that will pay big dividends. Consider Association Membership as an investment. Because that's what it really is. As a member of your Trade Association—

You strengthen and fortify your business.
You obtain the service of an Inspection Department.
You have a Traffic Department at your disposal at all times.
The facilities of the Secretary-Manager's Office become a part of your business organization.
You share in the advantages and activities of the Trade Extension Department—the work of which Department is growing tremendously in extent and value.

Every day you are a Non-Member means a loss to you. A loss of Prestige—a loss of Business—a loss of Money. Join us now! The attached blank is for your convenience. Make use of it today.

THE ASSOCIATED COOPERAGE INDUSTRIES OF AMERICA

C. G. HIRT, Secretary-Manager.

THE ASSOCIATED COOPERAGE INDUSTRIES OF AMERICA,
B-20 Railway Exchange Building, St. Louis, Mo.

We want to become a member of The Associated Cooperage Industries of America. Kindly send us membership application blank, and all necessary information.

Signature .....

Address .....

The National Coopers' Journal

FORTY-FIRST YEAR | Philadelphia, February, 1926 | $2.00 PER YEAR VOL. XLI, No. 10

Rosin Producers and Consumers Oppose Steel Drum

Unfair to Rosin Producers to Advance Steel Drum Movement—Wooden Barrel Is Most Economical Package

That the wooden barrel stands well with the naval stores people is conclusively proven by the following letter by J. D. Reynolds, manager of the John R. Barfield Turpentine Co., Quitman, Ga., which appeared in the January 16th issue of the Savannah *Weekly Naval Stores Review*. Mr. Reynolds' letter in defense of the wooden barrel was called forth in the present matter of wooden barrels vs. sheet steel drums in shipping rosin. It was sent to the *Weekly Naval Stores Review* under date of January 11th and says:

"We note in your last week's issue of *The Review* an article from the Gillican-Chipley Co., in reference to steel drums for rosin barrels, instead of wooden barrels. No doubt the steel people are behind this movement but it will never work. There is no way to grade rosin in steel barrels. Even if there was a way it might be all right for the big buyers, but it would be detrimental to the operators.

"They can get the staves and heading at local points, and sometimes make them themselves, and a good many times make them out of timber that would be otherwise thrown away. As above stated, there is no way to determine the grade of rosin in a steel drum, whereas in wooden barrels the rosin can be tested out in both ends of the barrel by taking out the heads and replacing them. We don't believe that the Gillican-Chipley Co. is as strong for these steel drums as the manufacturers of these drums are, because we know to our certain knowledge that the Gillican-Chipley people are buying staves and heading for rosin barrels in large quantities. Besides, the operators would be shut down about half the time waiting for steel drums. Then they are bulky, and the operator could only haul a few to the stills at a time, where in staves and heading they could carry a dozen times as many as they could carry steel drums.

"Another strong argument in favor of the wooden barrel: Why did the Hercules Powder Co., at Brunswick, Georgia, build a stave and heading plant in the last month or two at a cost of about $40,000 just for their own use? These people are, no doubt, one of the largest, if not the largest rosin manufacturers in the United States. These people are good business people, and if it wasn't to their advantage to use wooden barrels for rosin, they certainly would not use them, but would use the steel drum. And they would not have put in a stave and heading plant.

"Every argument is against the steel drum and in favor of the wooden rosin barrel, and we believe appeal to the buyers, too. Rosin barrel staves and heading have a second-hand value, whereas the steel scrap would have no second-hand value and would also have a tendency to rust or discolor the rosin, as steel will rust. Besides, rosin would be very hard to get out of a steel drum.

"Even if there was no argument in favor of the wooden rosin barrel it would be right for the operators to trade at home and not trade with the steel people in some foreign State."

Steel Drums Entirely Unsuitable for Rosin

The February 1st issue of the *American Paint Journal*, St. Louis, gave convincing evidence of its interest in the subject of wooden barrels vs. sheet steel drums in the naval stores industry, and its call to its readers for expressions of opinions on the subject is of vital importance to the cooperage trade. Introducing the subject the *American Paint Journal* says:

"Following are some of the comments we have received relative to the proposed change in packaging rosin in metal containers and selling turpentine by the net weight instead of liquid measure. The *American Paint Journal* invites further comments from its subscribers, in order that a thorough discussion may be had through its columns prior to the annual get-together of the naval stores industry in New Orleans on March 1st, 2d and 3d, at which recommendations concerning these changes will be made.

"The views of the Procter & Gamble Co., factory supply and equipment division, Cincinnati, are set forth by C. D. Rockwood, manager. He writes:

"'While we do not feel confident to enter into the discussion of packaging rosin in metal containers versus wood, and know nothing at all about selling turpentine by the net weight instead of liquid measure, we are glad to give you our views on the rosin question for what they may be worth.

"'Large users of rosin must of a necessity carry their stocks in the open where they are subject to long exposure to the elements. Light steel drums, such as would probably be used, would, in our opinion, deteriorate much more rapidly than wood staves, particularly if the drums were stored on the ground and not protected from ground moisture.

"'Removing rosin from a steel drum would be much more difficult than from wooden barrels, which can readily be broken away from the content; then, too, the disposition of scrap iron from such a thin drum would be difficult and would be a dead loss, whereas staves from a wood rosin barrel have a slight salvage value as fuel or for foundries where obtaining a quick hot fire is essential.

"'We have had no experience as to the reaction of iron oxide on rosin and do not know whether it would be detrimental to the commodity itself, but any particle of iron oxide getting into our product would most certainly be undesirable.

"'Of course, the saving in tare weight by using steel in the place of wood can not be overlooked, but in our opinion the other objections to the steel drum would outweigh this advantage, and we, therefore, oppose such a change on these grounds.'

"O. D. Keller, assistant secretary, Producers' Turpentine Co., Elizabeth, La., writes:

"'We heartily endorse the idea of selling turpentine by net weight rather than liquid measure, as so many people buy net weight, others buy by the gallon, and it is constantly causing confusion. This confusion is brought about principally by the different temperatures of turpentine and what constitutes the gauge gallon, and we believe it would be an advantage to the producers, dealers and consumers of naval stores if a standard method was adopted for selling turpentine by weight rather than by measure.

"'As to packing rosin in metal containers instead of wood; we do not favor this for this reason:

"'Everything in this day and time points to saving, adopting more economical methods, cutting down waste, and the staves and barrel heads used to pack rosin are made from slabs which are worthless as far as lumber is concerned, and wood makes a perfectly good package, provided you do not hold the barrels until the staves rot. Our company has adopted the policy of selling our rosin while the cooperage is in good shape.

"'We think it would be unfair to the producers of naval stores to advance a movement for eliminating the wooden package, and if such a question is raised at the get-together meeting we will go on record as against the movement.'

"J. Leonard Roundtree, naval stores, Summit, Ga., writes:

"'I do not consider it at all practical to use metal containers for rosin, as it would involve too great an expense, and would take hundreds of thousands of them, many of which would get lost in transit if it was planned to re-use them. The practice might

lead to adulteration and the mixing of grades and the putting in of extraneous matter by unscrupulous parties. The present wooden barrel allows bottom as well as top inspection. In my opinion wood is the cheapest container we can use for rosin.

"'I can see no serious objection to the selling of spirits of turpentine by weight provided we could get a standard weight barrel.'"

St. Louis Production Men Favor Metal Container for Rosin

Over and against expressions in favor of the wooden barrel for rosin, the *American Paint Journal* carried the following report of the meeting of the St. Louis production men which showed them leaning towards the sheet steel container:

"About twenty members and guests attended the January meeting of the St. Louis Paint and Varnish Production Men's Club, held in the dining room of the Chamber of Commerce, last Tuesday (January 26th). J. E. Kortum, of the Certain-teed Products Corporation, and vice-president of the club, presided in the absence of George Neidt, of the Steelcote Mfg. Co., who is nursing a case of la grippe.

"John Gormley, of the Certain-teed Products Corp., was elected to membership, and the membership of two others—John Huey and John Starr—are expected to be acted upon at the February meeting.

"The Program Committee, under the able chairmanship of Charles McKay, of the Marr-McKay Mfg. Co., recommended that all communications be referred to this committee for consideration and submission to the next meeting. This committee also recommended that experts be obtained to speak on fire prevention, insurance rating, industrial accidents, and power transmission.

"The business of the meeting concerned chiefly the discussion of the method of selling turpentine, by net weight or liquid measure; and of whether rosin should be packed in steel or wooden containers. After a thorough discussion the club went on record as favoring a light weight metal container of rosin, and selling turpentine by net weight."

Experimenting to Produce Aluminum —Better than Steel

The economic domination of the world awaits the nation that will first produce an aluminum alloy "cheaper, lighter and better than steel," Edward S. Jordan, president of the Jordan Motorcar Company, said at the recent annual dinner of the Society of Automotive Engineers, held in New York. He predicted that such a metal soon will be produced.

"President Atterbury, of the Pennsylvania Railroad, has said that such a metal could be produced at Muscle Shoals, and Henry Ford is the man who has the courage, the vision and the capital to do it."

B. F. Presley has leased a site on Mine Creek, near Nashville, Ark., and begun the erection of a stave plant.

Tight Stave and Heading Group Meet in Memphis

In reporting the meeting of the Tight Stave and Heading Group, which was held in Memphis, Tenn., January 25th, Secretary Hirt says:

"Aside from a general discussion of prevailing conditions with respect to the manufacture of cooperage stock as result of rains, etc., in different sections of the South, which have hampered logging, the matter of statistics received considerable attention at the Memphis meeting.

"The subject of statistics is uppermost in the minds of cooperage men, as they fully realize the benefit to be derived in the gathering and compiling of information that will assist them to intelligently handle their business, as well as affording a means for a collective study of the elimination of waste in their respective field of operation. The members present at the meeting, therefore, took a deep interest in this matter and it was strongly urged that every one co-operate to the fullest extent in this movement and continue their efforts towards securing the participation of every member interested in the manufacture of tight cooperage, and thereby enhance the value of this service.

"Members were also requested to lend their aid in the membership campaign and to use their influence with those not now affiliated with our organization in getting them to join the association.

"In this respect, would advise that following the meeting some of the members took active steps in this direction, with favorable results."

American Steel & Wire Co. Makes New Appointment

Mr. H. S. Durant has been appointed manager of the cold rolled strip and spring sales department of the American Steel & Wire Company, Chicago, succeeding Mr. Lewis Johnson, deceased.

Congratulations Are in Order

New Brighton, Penna., January 1, 1926—The Townsend Company, manufacturers of rivets, nails, wire and wire products, takes pleasure in announcing, as the oldest wire mill in America, its one hundred and tenth anniversary, and in offering on this occasion to its many friends its thanks for the patronage with which they have favored it and its best wishes to them for a prosperous New Year.

Chronology—R. Townsend & Co., 1816; W. P. Townsend & Co., 1864; C. C. & E. P. Townsend, 1894; C. C. & E. P. Townsend Co., 1905; Townsend Company, 1916.

C. C. Berry Leaves Cooperage for Real Estate

C. C. Berry, Cleveland, Ohio, has left the cooperage trade to engage in real estate. On February 1st Mr. Berry's resignation as president of the Allied Barrel Co. took effect and he immediately became associated with Clayton C. Townes Co., of Cleveland.

WANTS IN COOPERAGE LINES

Wm. M. Frank, 1025 Sharp Street, Baltimore, Md., is in the market for syrup half-barrels.

Wm. E. Cooper, Snyder Avenue and Dilworth Street, Philadelphia, Pa., is in the market for large quantities of oil and tar barrels.

John Eppler & Co., 1210 Sharp St., Baltimore, Md., is in the market for second-hand condensed milk barrels, lard tierces and tallow barrels.

Hugh O'Donnell, Inc., Meadow and Snyder Avenues, Philadelphia, Pa., is in the market for second-hand No. 1 oil barrels, lubricating and refines, cottonseed oil barrels and coca-cola barrels.

Binder Cooperage Co., S. W. Cor. Third and George Streets, Philadelphia, Pa., is in the market for oil barrels, lard barrels and glucose barrels, also alcohol drums and 110-gallon drums.

A firm in Prague, Czechoslovakia, desires to get in touch with American bung manufacturers for the purchase of barrel bungs. This concern is also open for an agency proposition. Address No. 18,993, Bureau of Foreign and Domestic Commerce, Washington, D. C.

Port Angeles Cooperage Co., 3438 Iowa Street, Seattle, Wash., is in the market for a second-hand Glauer double-end hoop punch that will punch from five to 50-gallon hoops. State model and how long used. Also want one second-hand 12" or 13" drum saw, Whitney preferred.

Technical Book on the Manufacture of Cooperage in France

The Lumber Division of the Department of Commerce has just received a copy of a cooperage manual entitled "Manuel de Tonnellerie," by R. Brunet, engineer and professor at the High School of Commerce in Paris. This book, which is printed in French, contains a valuable description of the French cooperage industry, going into details in regard to the manufacture and repairing of barrels and casks, also showing the machinery used.

Cooperage exporters interested in studying the French cooperage market will probably find this book of value. It contains 284 pages and can be obtained from Librairie J. B. Bailliere et Fils, 19 rue Hautefeuille, Paris, France. We do not know the cost of the book, but it probably does not exceed $1.

Packer Installing Cooperage Department

Geo. Kern, Inc., 349 West Thirty-seventh Street, New York City, is erecting a new packing house and abattoir at Fortieth and Eleventh Avenue, New York City, which will include a cooperage department.

The Opelousas Cooperage Co., Opelousas, La., has been incorporated with a capital stock of $5,000.

Cooperage Flourishing in New Orleans Market

Vegetable Shipping Season Will Establish a Record—Sugar Companies Using High-Class Slack Barrels—Good Demand for Syrup and Molasses Barrels

The cold snap in January did no harm worth mentioning to the growing crops. In fact, the farmers say that it was a benefit, checking the too rapid maturing of the vegetables. Now, to all appearances, the winter is over, and some crops are being harvested, while others are being planted, as the spring rains permit. We may have frost again, in fact, it is highly probable that we will, but, as we have already had our taste of cold weather, it is not likely that it will be cold enough again this season to do any harm. The indications are that the vegetable shipping season that has just opened will be the most prosperous one in the history of this section, and the one in which the most produce barrels were used. If it gains this record, however, it is not likely to hold it long, for the truck farming acreage is rapidly increasing.

Converts Sugar Plantation into Truck Farm

The largest recent single addition to this area is the work of the Triangle Farms, Inc. This concern has recently acquired Evan Hall and Belle Alliance, two large sugar plantations near Donaldsonville, and will convert the entire 4,000 acres into truck farms, the largest in the South, with Lawnie Ginn as manager. If Mr. Ginn lives up to his reputation as a truck grower, and what seems to be quite as important, as a marketer, the success of the enterprise is assured. A large dehydrating plant will be installed at McCall, La., but this will only be used to take care of the surplus production. Most of their crops will be shipped fresh, and, to a great extent, in barrels. One of the advantages this new enterprise will have is that it is in easy reach of the shops of the Louisiana Manufacturing and Cooperage Co., N. J. Long Cooperage Co. and John G. Moll Cooperage Co., and can obtain any quantity of barrels needed.

Change from Single Crop to Diversified Farming Does Not Mean Disappearance of Cane Sugar Industry

The change of the two sugar cane plantations into truck farms is an illustration of the tendency of the times, the change from the single crop to diversified farming. It must not be inferred from this, however, that the cry of the alarmists that the cane industry has gone to ruin is justified. Many men have lost money in cane in recent years, and have very sensibly taken to truck farming, but others have made money in sugar. For instance, there is the Godchaux Sugars, Inc., one of our home concerns. They own 35,000 acres, and have 17,000 in cane. Their two grinding mills—one at Raceland and one at Reserve—have a combined grinding capacity of 5,500 tons of cane daily, and their refinery at Reserve has a daily capacity of 1,750,000 pounds of refined sugar.

Use of High-Grade Barrels One Secret of Sugar Company's Success

One of the secrets of their success is that they use good packages, barrels, whenever their trade will permit it, and to be sure of their supply of barrels they have a first-class cooper shop of their own. Their grinding season is now over, their refinery is running on imported raws, and they are using large numbers of high grade slack barrels for their sugars and a good many equally high grade tight barrels for their syrups and molasses.

Cooper Wins Both Ways

The cooper wins either way, and is sure of employment. If the sugar men prosper he makes sugar and syrup barrels for them, and if they lose out in the sugar business and take to truck farming he keeps on working for them, making them produce barrels.

It is hard to tell where the coopers in this city find their markets, but they are all at work, and seem to be shipping out their barrels about as fast as they can make them.

Busy on Both Slack and Tight Work

The plant of the Louisiana Manufacturing and Cooperage Co. is now working on nearly every kind of a package known to the cooperage trade—barrels, halves and kegs for syrup, molasses and every other product that requires a tight package; tongue and grooved barrels for high grade granulated sugar, ordinary high grade slack barrels for those who prefer them, and produce barrels for the truck farmer. In addition to their extensive mechanical outfit they have quite a number of men making barrels by hand. Their shop probably has the largest continuous area of concrete flooring in this city, and the upper floor of their plant is almost as extensive.

Their varied and extensive stock is not made up of relics and floor warmers, for they are using stock, shipping in and shipping out stock every day, so that their supply is constantly changing. They are in the barrel business, but if their customer prefers to make his own barrels they are ready to supply him with stock, in lots large or small.

Experienced Men Still Dominate Cooperage Trade

The managers of this concern were brought up in the business, and belong to families identified for generations with the cooperage trade. They not only know the business themselves, but they have employees who know it. Mr. Beck has with him some young men who grew up in his shop, and others who, before his time, worked in his father's shop, but is quick to take on a new man who knows his business. One of the familiar figures in the shop is George Reppel. Mr. Reppel was for years in charge of the machine cooper shop of the Brooklyn Cooperage Co., and his services are in demand wherever barrel-making machinery is being installed or used in this section.

Follows the Barrel Demand by Erecting New Shops

The office and headquarters of the N. J. Long Cooperage Co., Inc., are now located in the company's big shop out on St. Louis Street, where the labors of the bookkeeper are cheered by the inspiring melody of the adz beating on the barrel. This shop is now pretty active, but it shows only a small portion of the firm's business, the greater part of their trade being taken care of through their branches, and as the acreage devoted to truck farms increases, they meet the increased demand for barrels by putting in new shops where they can do the most good. The name of N. J. Long is a prominent one in the history of the cooperage trade here.

Barrel Demand Is Varied and Wide Spread

The French Market and Poydras Street, the wholesale centers in this city, are now the scenes of great activity, for large quantities of produce are being received and packed for shipment, and in both sections there is a brisk demand for barrels. The oyster trade is flourishing, taking quite a number of ventilated barrels, usually of flour barrel size. The output of dried shrimp, as well as the fresh product going out in barrels, is good, and meat and poultry shipments are now at their height. Now and then a good order comes in for salt barrels, but the style of package used for this product is so variable that the business is uncertain. The coffee trade is more reliable, for the demand for small lots of coffee barrels is constant the year round. No fish barrels have been used here for some time, high winds having diminished the catch to such an extent that there is little fish for home consumption, to say nothing of supplies for shipment.

Personal Solicitation vs. Direct Trade Paper Advertising

When you call around to see a boss cooper here you are not likely to find him sitting on a barrel waiting for some big boom to come to him. The shop will probably be in charge of a foreman, while the proprietor is out in his car, visiting his branch shops and looking after his trade. The trade is pretty well canvassed and it might be supposed that every buyer in the section was known personally to all the coopers, but now and then some shipper is overlooked. Not long ago a shipper in Mobile wrote to the New Orleans Chamber of Commerce, stating that he was in need of a supply of new and second-hand barrels for immediate as well as for future use. He was given proper directions for supplying his wants. It is not certain whether the joke is on the coopers or on the shipper, but it certainly indicates that both sides might use a little printer's ink to good advantage. Personal solicitation is a good thing, but it can not take the place of advertising in the trade papers.

The National Coopers' Journal
DEVOTED TO THE COOPERAGE INDUSTRY

ESTABLISHED 1885

Associated Cooperage Industries

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BUSINESS MANAGER

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When subscribers desire their address changed they should give the old address as well as the new address.

ADVERTISING RATES

will be furnished on application. Copy for advertisements should reach us not later than the 15th of the month to insure insertion in the following issue. Changes in advertisements should reach us not later than the 20th of each month.

CORRESPONDENCE

The columns of The National Coopers' Journal are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

IMPORTANT ARTICLES IN THIS ISSUE

Editorials.
Rosin Producers and Consumers Oppose Steel Drum
Arbitration Act Will Eliminate Waste.
Associations Win in New Competition.
Domestic Packing Advisory Board Meets.
Tight Stave and Heading Groups Meet in Memphis.
I. C. C. Amends Specifications.
Ethics, Scientific Research and Better Methods Are Business Essentials.
Trade Associations Are Tools of Industry.
Cooperage Flourishing in New Orleans Market.
Louisville Cooperage Market on Upward Trend.
Strong Tone in Philadelphia Cooperage Market.
Good Business in Prospect for Baltimore Trade.

Container Subject Is Wide Open. Trade Pendulum Swinging Back to Wooden Barrel

NEVER, since the first substitute timidly approached the trade domains of the wooden barrel, to grow embolden, be joined by others and to flourish to some extent, owing to the lethargic attitude of the majority of the cooperage industry, has the subject of containers been more wide open than right at the present time, with every indication that the wooden barrel is rapidly regaining the middle of the road.

Substitutes for the wooden barrel having been tried by many package-using industries and dissatisfaction along economical lines following in the wake of these experimentations, the trade pendulum is swinging back to the wooden barrel.

Just what advantage will be taken by the cooperage and cooperage-stock manufacturing industry of the opportunity which the present container situation affords, is a question that is squarely up to every member of the trade. If proper, full and co-ordinated action is started and steadily maintained in the way of boosting the wooden barrel the good resulting will be revolutionizing.

Right now there are indications, far weightier than straws, which show the way the wind is veering on the subject of packages, and we can not help but believe that with the past years' experience in mind the cooperage industry will not only be thoroughly alive to every chance to recover lost barrel business, but will exert itself and all its resources to the end of serving the new lines of industries that are beginning to show an interest in the wooden barrel as a shipping package.

The cooperage trade is far from a dying industry, even though there be some among its members who cry within themselves and to high Heaven that it is. But just as a prophet is not without honor save in his own country, even so is the permanent trade life and prosperous business health of the cooperage trade unrecognized only by those of the trade who fail to measure up in vision, understanding and progressiveness to the breadth of their industry.

In business and industrial life, as in all other walks of life, the law "As a man thinketh so is he—his trade and his business" is continually active. We only advance as we keep in step with the law of progress, and the business man who lags mentally is operating under a far greater and more disastrous handicap than the one who is physically inactive. The cooperage industry is steadily moving forward; the wooden barrel undoubtedly has right-of-way as the leading shipping package. Let's all fall in line, and walking and working harmoniously together we will achieve and profit far beyond anything that can be gained single-handed.

A. C. Hughes' Report On Cooperage for Advisory Board Wins Highest Commendation

WHEN the Domestic Packing Advisory Board called upon the shipping-package manufacturing industries to prepare a report of their individual trade packages, so that standard specifications could be adopted, the way was opened for a splendid exposition of the intrinsic worth of the wooden barrel, the extent, activity and substantial character of the cooperage industry, that not only was apparently a revelation to those unfamiliar to any great degree with matters cooperage, but even those who know cooperage exceedingly well—and who have been privileged to read the report as prepared—were awakened to a renewed interest in their industry.

And the man who prepared the report on cooperage for the Domestic Packing Advisory Board was A. C. Hughes, Field Representative of The Associated Cooperage Industries of America.

No more logical man could have been selected for the work in hand than Mr. Hughes. His life-long labor in the cooperage trade qualifies him to know and therefore to speak honestly, intelligently and practically of the industry in all its ramifications. Knowing the trade from the tree to the finished barrel, understanding the wooden barrel from its manufacturing end through to its service as carrier of every kind of commodity, Mr. Hughes is adequately equipped, not only to do more than full justice to his position as field representative of The Associated Cooperage Industries of America, but we believe that nothing Mr. Hughes has done in the interest of the wooden barrel will be of greater value, or that will prove of more extended benefit to the cooperage trade, than the report which he prepared for the Domestic Packing Advisory Board.

With all package industries submitting reports, it remained for Mr. Hughes' report to win high commendation from various individual members of the Board.

That the wooden barrel is the perfect shipping package, with a background of centuries leading up to its present scientific and economical manufacture, Mr. Hughes' report to the Advisory Board not only convincingly sets forth, but in his daily extension work, unmistakable evidence that the wooden barrel's superiority over all other shipping containers is again being acknowledged and its use resumed and increased in many lines, is to be noted. This fact, together with reports from all branches of the industry that a new "back to the wooden barrel" trade movement is being experienced, speaks encouragingly for the future of the cooperage trade.

The reports, as prepared for the Domestic Packing Advisory Board, when fully approved, will be printed by the Government, without cost to any industry, and released simultaneously. In the report on cooperage, which Mr. Hughes has prepared, every cooperage and cooperage stock manufacturer, slack and tight, large and small, new and second-hand, as well as every buyer and user of cooperage in any quantity or for any purpose, will have a practical text book of inestimable value.

"The Journal" In Its New Form Received With Gratifying Praise and Commendation

WE wish it were humanly possible to adequately express our thanks and appreciation for the wonderful reception that was accorded the January Annual Number of THE JOURNAL, which went out in its new form, or that sufficient space could be allotted so that every letter sent us could be printed in full.

In the first instance we had to content ourselves in trying to express by letter our sincere thanks to our host of friends for their kind expressions, and in the second instance we are going to encroach upon the time of our readers by appending just a few expressions on the January Annual so that all may, in a measure, feel that we are justified in our sense of deep gratification to our trade for its full acceptance and generous approval of our efforts as put forth in our January Annual Number.

"I wish to congratulate you on your new model. The size and elegant make-up puts THE JOURNAL right at the top of the trade papers. I wish you success."—Walker L. Wellford, president, Chickasaw Wood Products Co., Memphis, Tenn.

"THE JOURNAL has never published a more attractive and newsy issue than that of January, 1926."—C. M. Van Aken Cooperage Co., New York City.

"We want to compliment and congratulate you on your January issue and on the new make-up of THE JOURNAL."—H. G. Herget, president, Pekin Cooperage Co., New York City.

"The new size of THE JOURNAL is in keeping with your policy of ever taking a progressive step. The writer wishes to compliment you."—J. R. Williams, manager cooperage department, Chess & Wymond Co., Louisville, Ky.

"The January JOURNAL is certainly up-to-date in every respect, and am sure the cooperage people will be delighted with the change. Accept my congratulations on the wonderful improvement in its appearance and arrangement."—C. G. Hirt, secretary-manager, The Associated Cooperage Industries of America.

"Accept my compliments on the entire make-up of your January, 1926, Annual throughout. The subject matter in this issue is interesting. I am confident that your January number will meet with universal commendation."—V. W. Krafft, president, Krafft Cooperage Co., St. Louis, Mo.

"I hasten to congratulate you on the change you have made in THE JOURNAL. This is a great improvement, and I know you must be well satisfied with the looks of your splendid publication."—W. R. Anderson, publisher "Packages," Milwaukee.

"The January JOURNAL looks fine in its new size. I have no doubt that the trade is accepting it with the enthusiasm it deserves."—G. D. Crain, Jr., editor and publisher, "Class," Chicago, Ill.

No Complaint if the Whole of 1926 Is as Good as January Has Been—C. M. Van Aken

If the business of the month of January is going to be indicative of the cooperage business for the remaining months of the year, those interested in the business are not going to have occasion for serious complaint.

The buying during the month has not been confined to any one particular branch of the business. People making potato and vegetable barrels have been covering their requirements for February, March and April. The apple-barrel people, in order that they may have coopers in the summer, have to give them work in the winter, hence there has been buying and delivering of apple-barrel cooperage during January. The people throughout the East making barrels for lime, sugar and various other purposes have been placing orders for, and receiving, what would seem to be a normal amount of stock, so that while the month of January has not been in any way a phenomenal month, it has been one that has shown a good, healthy volume of cooperage business. There is little doubt but that one of the principal factors in this has been the absence of any indication of radical changes in prices either upward or downward. The former might have caused a fictitious demand, while the latter a greatly curtailed demand.

The Logging Situation

The reports that we have received from the southwest indicate that there is practically no improvement in logging conditions there. Most of the mills report that stave operations continue decidedly difficult and expensive.

The southwestern heading manufacturers seem to be facing very much the same condition as those confronting the stave producers, so what applies to one applies very much to the other. It is these reports, coming as they do from reliable sources and being so easy of confirmation, that explain why there is no indication of lower stave and heading prices in sight and the fact that the mills, in spite of their difficulties, have been taking care of the ordinary winter demand is more or less of an assurance that no radical change upward need be soon expected.

When It's a Question of Hoops

The hoop situation is one that is quite different from staves and heading. Wire and steel hoops have made wonderful inroads in the amount of coiled hoops used. Changes in price are very often due, more largely, to manipulation than to supply and demand, so it is generally conceded that it would take the "seventh son of a seventh son" to prognosticate even the near future of hoop prices. However, the firm market on staves and heading, together with the greatly decreased proportion of coiled hoops needed, prevents an uncertainty in the hoop market having an effect upon the trade, as it would have had when coiled hoops were the hoops universally used. So, to repeat what was said in the beginning, if the remaining months of 1926 will be as good to us as January has been, we will have no occasion for complaint.

Strong Tone in Philadelphia Cooperage Market

Much Better Demand for Tight and Slack Barrels—Prices Will Advance as Volume of Business Grows

The improvement in business forecasted for 1926 is already making its appearance in cooperage lines throughout the Quaker City. The demand for both tight and slack barrels is heavier, with the prospects for firmer prices in the near future. Although there are still a few spots where the sunshine of better business conditions has not entered, yet the outlook is even more favorable than reported last month.

Greater Activity Apparent

A visit to the various shops finds much increased activity, with a stronger tone evidenced in the statements of the local trade. That there is a scarcity of barrels no will deny, and many are finding it necessary to keep on the jump to fill orders for certain classes of barrels.

Prices Will Become Firmer as Volume Grows

Prices are still at a point where the profit will not overburden bank accounts. Nevertheless, as the demand increases, the market will naturally become stronger. Speaking on the price situation, as well as on the general outlook, a leading barrel dealer said: "Certainly, prices could be better, and they will be. You can say for me that this year will see all of us enjoying a good year and making more money than we have in a long time. There will be plenty of orders for those who go after them. Moreover, you can look for the good business very soon. I've already started preparations to care for it when it comes. I'm not going to be caught napping."

A Co-operative Spirit Would Work Wonders for the Cooperage Trade

The age-old complaint of ill-advised and profit-losing competition is still heard in the local trade. This condition seems to be prevalent and ever present, no matter how good business may be. The remedy is in the hands of the cooperage men themselves. Of course, if the local trade of any city, hamlet or town is willing and satisfied to continue a policy of competition that kills, then those so engaged in the nefarious practice must be content to see a continuance of a situation that can produce nothing but a little or no-profit business.

As reported last month the opportunity is always at hand for the promotion of good will and organized effort among members of the cooperage trade, and the advantages of such a policy should especially appeal right at this time when the prospects for a good business year are so encouraging. No one can work for the good of one's industry better than the members themselves or make possible a profitable run of trade.

Heavy Barrel Demand from Chemical Trade

Slack barrels are moving somewhat more freely, with one or two exceptions. When the demand for one class of barrels falls off, the call for another takes its place, and this enables the trade to forge ahead. Orders for both new and second-hand barrels from the chemical industry are heavy, with barrels for sugar, hardware, fittings, whiting, crackers, etc., holding their own. There is also a good demand for glue casks.

1926 Will Be Good Business Year

When interviewed, one particular new slack barrel manufacturer expressed satisfaction with present business. They are much ahead of 1925 for January and feel positive the promises of good business which 1926 holds will materialize.

Scarcity of Good Tight Barrels Continues

The tight barrel group is finding it possible to look over the top and see a brightening of the horizon. Of course, you continue to hear the mumbles and, occasionally, the rumbles of poor business, but these are similar to the thunder after a summer storm. They grow fainter, and fainter, and finally are not heard at all, and one realizes that there is really a better condition existing. Oils, paint, glucose, linseed and cottonseed oil barrels are all feeling the effects of a heavier consumption, while lard barrels are about the scarcest thing on the market today.

Road Oils and Materials Will Require Many Barrels

The road oil and material season will soon open, and this will mean that thousands of barrels for this commodity will be called for, even in face of the fact that the cheap sheet steel drum has cut into the wooden barrel business for these commodities. Furthermore, as in the rosin trade, we believe the cheap steel drum will finally prove unsatisfactory for road oils and materials, and a return to the wooden barrel will be made.

Reaction Against Steel Drum Is Noted Considerable Amount of Business Will Revert to Wooden Barrel

From all indications a considerable amount of oil container business will revert back to the wooden barrel. There appears to be a reaction among the oil men against the "one-time" steel drum. This may be due in part to a probable rising market, but is also due to dissatisfaction with the "one-timer" as a shipping package. The rumor throughout the trade is that certain oil companies will return to the wooden barrel in the near future. Just how much reliance can be placed on this rumor is, of course, a matter of guesswork. It is a fact, however, that the container question is wide open at the present time, and there is little doubt but that a much heavier use of the wooden barrel for oil shipments in place of the steel drum can be looked for.

Paint and Varnish Factories Almost on Capacity Basis

Paint and varnish factories are running almost to capacity. Retailers are ordering heavily in anticipation of a good spring demand. Therefore, the orders for barrels from this source should be very good during the coming months.

Wm. E. Cooper Celebrates 41st Year in Cooperage Trade

One of the events of the month in the local barrel trade was the dinner and theater party given by William E. Cooper, to celebrate his forty-first year in the cooperage trade. Mr. Cooper entered the cooperage business February 3, 1885, succeeding his father, and has been actively engaged in the industry ever since. A number of his friends in the trade attended the celebration, and a good time was had by all.

Hugh O'Donnell, Inc., Has Fire

The plant of Hugh O'Donnell, Inc., dealer in barrels at Snyder Avenue and Meadow Street, Philadelphia, suffered a fire loss February 3d. The fire started in the rear of the O'Donnell plant at 1.45 Wednesday morning and before the fire department arrived it had spread to the Publicker Commercial Alcohol Co.'s plant. At time of going to press amount of damage sustained could not be ascertained. The O'Donnell plant was totally destroyed.

Record Sales Are Expected at Hardware Show

Several thousand hardware men will attend the twenty-fifth annual convention of the Pennsylvania and Atlantic Seaboard Hardware Association in the Benjamin Franklin Hotel, Philadelphia, during the week of February 15th.

The opening meeting will be addressed by R. W. Hatcher, of Milledgeville, Ga., president of the National Retail Hardware Association; John A. Ditz, of Clarion, Pa., president of the Pennsylvania and Atlantic Seaboard Hardware Association; E. J. Cattell and Captain Norman Allen Imrie. Business sessions will be held at the Commercial Museum each morning of the convention.

All records are expected to be broken at the annual exhibition to be held at the Commercial Museum in connection with the convention. It is expected that this year's buying will eclipse the record performance of last year, when $800,000 worth of hardware was sold on the floor of the exhibition daily, or more than $3,000,000 during the exhibition.

The Kentucky Color and Chemical Company, Louisville, Ky., has amended its articles of incorporation, increasing its capital stock from $200,000 to $300,000. This move was made necessary by steadily increasing business and plans for expansion and further development.

Santa Rose Cement Co., St. Stephens, Ala., will be ready to operate about November, 1926, according to report just issued.

Louisville Cooperage Market on Upward Trend

Barrel and Stock Prices Stronger—Barrel-Consuming Industries Active—Barrel Exhibited at Canners' Convention

Business with the Louisville cooperage trade has been fairly active during the past month even with plants not running to capacity. Reports indicate that except for the slump period over the holidays, volume of trade has been around one-third of plant capacity. Business in kegs slumped off a trifle during inventory because of lack of demand from merchandising channels, while direct consumer business on barrels and kegs in a large way, also suffered. Buying has picked up again, however, and at this writing conditions are looking much better.

Some of the Louisville tight cooperage interests will have exhibits at the Canners' Convention. They will meet a number of the large consumers at this meeting, and there is no doubt but that they will book some business for later delivery through this progressive publicity.

Stock prices are stronger than for some time past due to the strength of raw material, and the tendency of production and every indication points to continued firm prices, with possibly slightly higher levels if raw materials continue as scarce and as high in cost as they have been.

Trade Conditions Continue to Improve

Conditions as a whole are looking more promising than in former years, and the trade appears to be more optimistic concerning the future. Business in many industries has been active, many of the barrel-consuming industries doing nicely, and there should be some good cooperage business during the next few months.

Future Prospects Spell Prosperity for Cooperage Trade

Louisville has been exhibiting a considerable development in refining, paints, oils, varnishes, lacquers, etc., lately, there being a considerable amount of expansion in these lines here. The cotton oil interests of the South have handled a big seed crop this season and general industries which use the wooden barrel have been far from dull. All of which spells prosperity for the cooper.

The Tight Barrel and Keg Market

	Red Oak	White Oak	Spirit	Charred
1 Gal.	$ .60	$ .70	$ .92	$1.07
2 "	.77	.87	1.12	1.27
3 "	.80	.90	1.30	1.50
5 "	1.07	1.17	1 82	2.02
10 "	1.42	1.52	2.12	2.37
15 "	1.59	1.74	2.30	2.55
16 "	1.69	1.84	...	...
20 Short	1.80	1.95	2.55	2.80
20 Long	1.94	2.09	2 70	2.95
25 "	2.05	2.20	3.00	3.25
30 "	2.15	2.30	3.25	3.50
50 "	2.50	2 75	4.50	5.00

In less than car lots, add ten cents a package, and in lots of less than 25, add 25 cents to above prices.

Milling Industry Using More Barrels

The flour milling industry has been using quite a few wooden barrels lately. All of which is good news. Flour business has picked up considerably since wheat went to $2 a bushel and mills have been running on a full-time basis of late, general running time over the southeastern section having improved.

Tight Stock Prices Ruling Higher

Stave and heading prices are higher, while material is scarce. Red oak oil staves, No. 1, are $40 to $45 a thousand; white oak, $50 to $55; mill-run, $60; wine, $90; bourbon, $125; gum, $42; red oak circled heading, 39 cents a set; white, 40c; wine, 65c; gum, 33c.

The Slack Stock Price Market

Slack stave and heading prices are not available here, as Louisville is merely a small consuming market, even slack barrel prices being hard to secure. Flour barrels are around 90 to 95 cents; and produce, 65 cents.

Chess & Wymond Co. Winning Business on Their Barrel Exhibit

J. R. Williams, sales manager of the cooperage department for the Chess & Wymond Co., remarked that he was too late to have a display of barrels and kegs at the annual meeting of the Kentucky Hardware and Implement Association, January 12th to 16th, at Louisville. There were about 250 dealers present at the meeting, fifty exhibitors and about 500 in attendance in all, including many retailers who handle kegs. Mr. Williams said he expected to be on hand next year, as the cooperage business today warranted going after retailers' business of less than car lots. The company had a large exhibit of special and standard packages at the Jefferson County Armory, the week of January 25th, in connection with the annual meeting of the National Canners' Association and allied trade interests.

All Big Men Have Hobbies

Will Wymond, president of Chess & Wymond Co, Louisville, was recently pictured in a cartoon in one of the local papers, showing him at his hobby of duck hunting in the southern wet country. This was one of a series of cartoons showing prominent Louisville business men and their interests. Mr. Wymond takes a lot of interest in production of cooperage and lumber, and hunting is his principal hobby. He and Norman Willis, of the company, left Louisville about January 14th for a trip to the mills, and to do a little hunting in the country where there is still something to shoot at.

Traffic Association Holds Meeting

The Louisville Division, Southern Hardwood Traffic Association, held its annual meeting at the Brown Hotel, Louisville, on January 12th, about sixty being present. J. G. Brown, of W. P. Brown & Sons Lumber Co., was re-elected vice-president in charge of the Louisville office; and J. S. Thompson will continue as manager of the office. Short talks were made by J. H. Townshend, of the parent office at Memphis, and John Pritchard, of the Hardwood Institute, of Memphis.

In the report of rate matters for the year a number of reductions were touched upon which affected lumber and general forest products, such as staves and heading, and covering specifically reductions on cooperage rates, barrels and kegs, from Louisville in less than car lots, moving to points in Florida, Georgia, Alabama, South Carolina and Tennessee.

Some very excellent work for the year was shown. Income and operating expense of the office about balanced for the year at around $23,000, it not being necessary to change membership dues any.

Secretary J. S. Thompson, in his report of the year, outlined various rate changes, numerous reductions in rates, and a number of pending traffic matters, which if decided correctly will favor the shippers. The year showed the largest traffic handling on record, and with very little car shortage, railroads having been in better shape to render good service as a result of more cars and improved motive power. Claims of $42,265.59 were filed during the year; and collection made of $39,241.48 for members.

Executive Offices Now at Oil City

Under the date of January 15th, C. S. Knabb, president of the Allied Barrel Co., advised THE JOURNAL as follows:

"This will announce the consolidation of the executive offices of Allied Barrel Company, at Oil City, Pa.

"Mr. C. C. Berry is leaving our company, and the sales office at Cleveland has been moved to Oil City, Pa., where all inquiries should be addressed.

"Our organization is made up of men of life-long experience in cooperage and is prepared to solve any package problems you may have, and this service is rendered without obligation.

"Our plants are geographically located to give unsurpassed deliveries. When you need barrels or kegs, please think of Allied Barrel Company and let us demonstrate our service. You will find our prices, for quality of package we will deliver, reasonable.

"We thank all our friends for past favors, and we solicit a continuance. Your orders will always have our very best attention."

Stave Plants Change Ownership

Two stave mills owned by the Cross County Stave Company, Wynne, Ark., have been purchased by W. J. Gossman, a resident of Green Bay, Wis. The two plants are being overhauled and it is expected they will be ready for operation about February 1st. Stave bolts are now being accumulated at both plants, one of which is located in Wynne and another one 10 miles out. Jodie Fisher is general manager of both plants.

Arbitration Act Will Eliminate Waste

New Law Will Reduce Litigation with Resulting Economies to Entire Business World

Answering inquiries from business men regarding the new Federal Arbitration Act, the passage of which was strongly supported by the Department of Commerce, and which became effective on January 1, 1926, Secretary Hoover has declared that he believes the act represents an important step toward elimination of business waste.

"The information collected by the Department of Commerce over the past several years," he said, "clearly shows that the substantial element of the American business public is overwhelmingly in favor of arbitration in the settlement of commercial disputes in both domestic and foreign trade. In addition, this Arbitration Act has the approval and support of leading members of the bar throughout the United States."

The new law, known as the United States Arbitration Act, was passed at the last session of Congress. By this law, written provisions for arbitration in maritime transactions or in contracts evidencing transactions involving commerce with foreign nations or among the several States, for the first time, are made enforceable in the Federal courts. If so contracted judgment may be entered on the awards of arbitrators by simple procedure. Awards may be vacated by the courts only if procured by improper means, if the arbitrators were guilty of misconduct or if they exceeded or improperly executed their powers in material manner.

C. J. Junkin, Chief of the Commerce Department's Division of Commercial Laws, and other officials of the department who have made a close study of the subject, in discussing the new law, explained that arbitration has been in use in unspectacular ways by American business for many years. According to these officials the framers of the law and those who have been in touch with functioning arbitration tribunals are confident that with the enlarged field opened by the Federal law and the increasing number of States adopting similar laws, arbitration in the future will avoid much of the mental wear, irritation and disruption of business incident to litigation and that the resulting economics will be large. They say the law is supported by business men as a time and money saver and by the legal element, because it will relieve the courts of the burden of many disputes which frequently clog legal channels to an extent amounting to a virtual denial of justice.

In discussing arbitration with departmental officials, representatives of trade associations and chambers of commerce, have offered the following suggestions as of possible use to those interested in taking advantage of the new law:

Trade associations, chambers of commerce, trade exchanges and other commercial bodies who desire to promote the use of arbitration should set up arbitration bureaus, boards or groups to deal with disputes not only between their members but between their members and outside business organizations and, where feasible, between business organizations which are not connected with them.

Rules of procedure and methods of actual practices in conducting an arbitration hearing which have been tested by arbitral groups already in existence should be investigated and suitable practices and standards adopted by new groups. The establishment of such groups is not difficult but it should be undertaken conservatively with full appreciation that experience is one of the factors necessary to the more successful operation of such a body with recognition that arbitration is not a universal substitute for litigation nor a panacea for its ills.

Arbitration committees of trade bodies may consider it desirable to proceed with the appointment of reputable business men who are willing to serve as arbitrators. If possible, they should be prepared to serve not only within their respective organizations, but in disputes which are submitted to them by others concerning matters which they are qualified to handle, thus providing groups from which disputants in all parts of the country may select suitable and acceptable arbitrators to sit in their controversies, and by providing such groups selected by non-interested bodies avoiding much litigation arising from disputes of an intersectional character. It is highly important that business men of ability, standing and reputation in their communities be obtained to stand for appointment as arbitrators.

To aid business men interested in arbitration the Department of Commerce through its Division of Commercial Laws will endeavor to furnish information within the scope of its activities concerning operation under the Federal law and the arbitration of international commercial disputes. It will also provide means through which trade bodies and groups interested in arbitration may be put into communication.

Ethics, Scientific Research and Better Methods Are Business Essentials

Progress in American business will come largely from scientific research, the elimination of waste and the development of better methods of production and distribution, asserted W. S. Gifford, president of the American Telephone and Telegraph Company, in a recent address at St. Petersburg, Fla., before the Investment Bankers' Association. "It seems," he said, "that our country is entering upon an era of increasing well-being based on an intricate and somewhat delicately balanced organization of its business."

Referring to the growth of higher standards in American business, Mr. Gifford asserted that, "along with remarkable material progress, there has been a correspondingly remarkable development in the standards of business honor and integrity. Practices and ethics that not so long ago were looked upon as being entirely justified have become in every sense outlawed today. Today it is probably big business which leads in these higher standards.

"It may be that it is the ability to take a long-time view of business, as contrasted with the desire for immediate return, that has made possible the adoption of these higher standards. Big business, incorporated as it is, realizes that it is established for the long haul, and that in the long run scrupulous honesty and integrity are the best rules for success.

"I like to think that these higher ethics are based on higher ideals, but the knowledge that they are based also on sound business judgment assures the fact that they are firmly implanted in the business world. This growth of higher standards of business ethics has already been of the greatest significance in the progress of the country.

"Obviously it has made for greater confidence between the people of the country and business enterprises generally, and for the greater confidence that exists between government and business—a fact recently emphasized by President Coolidge. It is a business asset that we should all guard with care, for it is an asset that can be easily damaged by thoughtlessness and selfish action. It is indispensable to the continued world leadership of our country in industrial affairs.

"In thinking over our present economic situation, there is one duty that seems clear to me. Each of us who are engaged in business, whether investment banking, manufacturing or communications, should at all times study the trend of events and analyze what that means in our particular fields. Not long ago, running a business could have been likened to driving a stage coach over rough roads and whipping up the horses. Now we are operating a high-powered mechanism, in some ways as delicately adjusted as a watch. If any of us in our respective fields fails to do his part with skill and integrity, the damage to our economic progress can be greater than ever be[illegible]

"If each business goes on in the future, working out its own problems, with sympathetic understanding, and in co-operation with others, the future for continued increasing well-being in our country is assured—and there is nothing inconsistent with that economic progress and the maintenance of the ideals, traditions and spirit of America. We can all be good citizens ourselves, and we can have our respective business enterprises good American citizens—good American institutions, thriving and growing under American ideals and traditions."

Running to Capacity

The plant of the Finke Bros. Cooperage and Shingle Co., Kalama, Washington, is now running to capacity. During the holiday season the plant was closed down.

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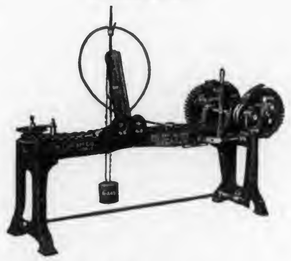

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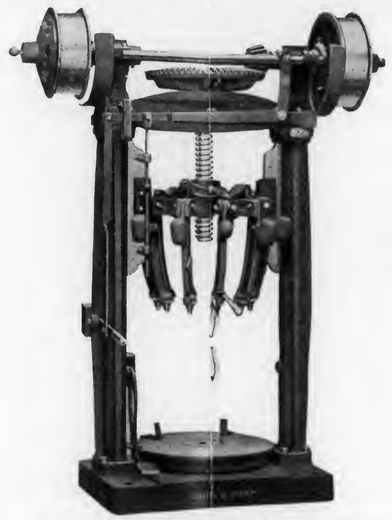

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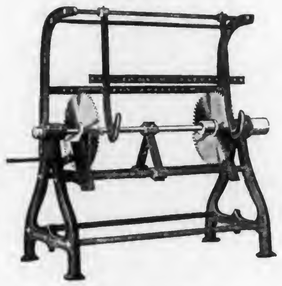

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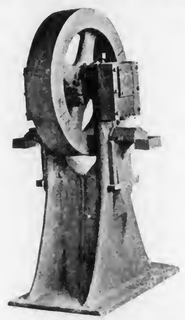

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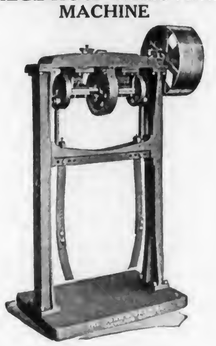

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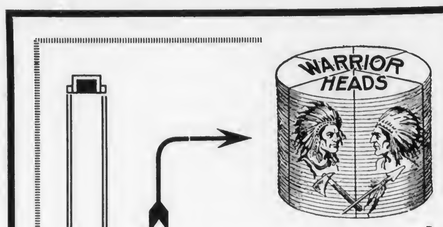

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Associations Win in New Competition

Membership in Trade Association Will Soon Be Important Factor in Business Credit Rating

By O. H. CHENY*

The time is not far when a business man's membership in trade associations will be an important factor in his banker's judgment of his credit rating. Trade association membership is a measure of character, because it shows the member's ability to get along well with others. Trade association membership is a measure of intelligence of the member's business methods, because he is trying to eliminate competitive waste and to use co-operation as an economical promotion weapon against competitive waste in industry because it is doing something for the stability, efficiency and economy of production and distribution.

Competition has come to mean almost anything from advertising to incendiarism. Unrestrained competition has been the cause of practices which are more dangerous to business and to the public than any instigated by trade associations. In fact, America has discovered that just as liberty could become license and the pursuit of happiness could become crime, so trade freedom could become "unfair competition." But leaving out of consideration the extreme competitive practices which approach the criminal in intent or effect, the economic waste of so-called competition is appalling. It is undoubtedly the greatest burden of all which are afflicting both producer and consumer.

Ignorance is the cause of economic waste. Ignorance of the nature of business fluctuations is the cause of depressions. Ignorance of the facts of supply and demand is the cause of troubles which afflict the separate industries. Ignorance of efficient business methods is the cause of individual failure. In its earlier decision on trade associations the government set up ignorance as the dominating power in industry. It was almost sacred. It was almost a patriotic duty of business men to be ignorant, they were forbidden to eat of the fruit of the tree of knowledge. But the ban is being lifted and the trade association can now go on with its great work of dispelling ignorance and eliminating waste.

By co-operation through sound, active trade associations business could cut prices, not raise them. By co-operative study of the market, supply and demand operations could be stabilized. By co-operative research in production, costs could be cut. By using the money and energy now wasted in unnecessary competition, quality could be improved. The trade association is the hope of the consumer. That is why, as a banker, the writer believes that the need of the nation is better, stronger, more active, more intelligent, more public-spirited trade associations. Only through them can there be better business men and better business.

*Abstract of recent address by O. H. Cheney, vice-president, American Exchange-Pacific National Bank, New York, before the Sheet Metal Ware Association, New York.

The competitors manufacturers have most to fear are not those in their own industry There has arisen a new competition in the past decade or two, new competition for all lines of business. The real competition now is not between concerns in the same industry but between different industries, industries supplying similar needs, or even totally different needs. The real competition is not between brands but between products, not for the individual concern's share of the money spent in the industry but for the share of the national income.

The population of the United States is growing fast and its needs are growing fast because its standards of living are going higher. Each manufacturer, therefore, may be sure of a growing business if he keeps competing wares and goods from encroaching on the aggregate business of his industry. And that is a task for the trade association, through co-operative publicity and education.

Too many trade association members belong on the theory of "pay your dues and forget it." They are not getting all they can out of their association. Money is a necessary contribution, of course, but there are others which also pay good returns, interest, co-operative activity, ideas. Above all, what is needed is intelligent follow-up of the trail-making work of the association. Each member should follow up the vital educational work of the association with his own. He should make free use of the ideas it develops because the ideas are ammunition which will win his own individual business battles.

Trade Associations Are "Tools of Industry," Says Nathan B. William

Terming trade associations "tools of industry," and like all tools subject to misuse, Nathan B. William, counsel of the National Association of Manufacturers, enumerated the outstanding legitimate activities of these organizations and covered the subject of association charters, in a recent address before the Manufacturers' Association.

Charters for associations, Mr. William said, were predicated on the correct rule that no activity should be undertaken which allows the misuse of otherwise legitimate activities and information.

Mr. William's address, in part, follows:

"The legal outlines of trade association activity now being established make the times favorable for active efforts by business executives and trade association officials to co-ordinate their talents and activities in advisable association channels in order that all may understand the full effect and nature of the economic contributions made by industry to the economic and social life of the nation.

"It is by means of the trade or industry association that the business of moderate accomplishments is enabled to make its combined efforts a citadel of protection against unlawful combinations and aggressions, whether upon the part of some of its competitors, some of the public or on the part of the government. The legitimate activities of trade associations may be catalogued as:

"Co-operative effort to advance or promote the use of the product manufactured or produced by the members of the association by means of research, publicity, advertisement and similar activities.

"To deal with engineering and trade problems for the purpose of advancing the production and use of the product of members.

"To promote the welfare of the members by providing for the arbitration and settlement of trade disputes; the development of trade ethics and codes of fair practices; the study of relations with proper governmental agencies; and the amount and effects of taxation with respect to special industries.

"To carry on educational work pertinent to the industry, by means of fellowships in schools and colleges, and by other means.

"To promote and develop the business of its members by experimental and research work, conducted in whatever manner may seem advisable.

"To maintain a traffic bureau for the consideration and presentation of transportation matters before federal and State commissions and to conduct negotiations with common carriers; and to supply information to members concerning the published tariff rates.

"To develop improved methods of sanitation, safety appliances, working conditions; to engage in accident prevention, the development of better methods of employment, housing conditions, and to promote and provide for the training of apprentices and workmen.

"To study the problem of insurance, insurance rates, insurance legislation and, if deemed advisable, to handle insurance of members.

"To maintain a credit bureau for the purpose of supplying information to members as to the financial standing and credit rating of persons buying or dealing in their product.

"To secure and maintain the standardization of quality, and of technical and scientific terms, including approved accounting practices; the elimination of non-essential types, sizes, styles or grades of product of members.

"To maintain, collect and distribute timely, unidentified information as to the cost of the product, the price received for it in closed transactions, the volume of production, the stocks on hand, and may meet and discuss such information and statistics without, however, reaching or attempting to reach any agreement on any concerted action with respect to prices or production, or restraining competition.

"This latter subject of statistics of production, stocks and prices has particularly been under attack by the Department of Justice for several years last past. But in the recent Supreme Court decisions the rule of law has now been clearly established that such activity is not unlawful within the limitations outlined, even though the natural tendency of economic law is to bring about, under conditions of full information, a stabilization of price."

Good Business In Prospect for Baltimore Trade

Cooperage Manufacturers and Dealers Will Benefit from Increased Operations in Allied Lines

"Business in the Baltimore cooperage trade today is fair," said a leading barrel dealer. "There is a moderate demand for all kinds of barrels, both tight and slack, with the slack branch of the industry a little more favored than the tight. So far as the future is concerned, well, I agree with Mr. Wellford's viewpoint in THE JOURNAL's January number. I have guessed myself in the past three or four years and have been wrong. Nevertheless, judging from the statements made by barrel consumers, and from all other indications, I believe the spring will find a much better situation in the cooperage trade."

Look for Future to Improve Barrel Demand

The above statement about represents the viewpoint of many of the barrel manufacturers and dealers in Baltimore. There is room for improvement in the barrel demand, as well as in prices, but they feel sure that the future holds such improvement in store for them.

The call for slack barrels, both new and second-hand, is general. The dry paint and chemical trades are taking a fair share of barrels. The meat packers are also sending in orders, but not in the volume they do when they are operating fully. The season for the canned oyster, which is shipped in slack barrels, is almost over, nevertheless, there is still some business coming through from this source, as well as for new barrels for shell oysters. One particular barrel dealer stated he is preparing for the coming potato season.

Apropos of the Fish Barrel Trade

In years gone by Baltimore enjoyed a very large business in fish barrels, but today this business has practically disappeared, due to the erection of barrel factories throughout the fishing sections. It is possible to produce a new barrel for fish that can be sold on the ground to advantage, rather than to have either new or second-hand barrels shipped from outside territories.

Metal-Working and Plumbing Supply Trades Using Many Slack Barrels

There is a considerable demand for slack barrels for hardware, nipples and plumbers' supplies. Many of the local dealers are having a good run on this class of barrel at the present time. An interesting feature of this business is to note the net weight that is shipped in these barrels. The writer noticed an eight-hoop (wood) slack barrel that had been used for a shipment of copper wire. This barrel carried the market net weight of 620 pounds. Again, a certain hardware concern in this section is shipping plumbing supplies across the country in slack barrels carrying a net weight at times of 750 pounds. These barrels are reinforced in the heads and are proving very satisfactory.

Novelty and Toy Manufacturers Making Good Demand Upon Coopers

In addition to the hardware demand certain of the local dealers have worked up a nice business in slack barrels for novelties and toys. The local metal-working and tin-product plants are making thousands of small toys for the five and ten-cent store companies, and the barrel is used as the shipping package.

Flour Barrel Business Specially Worthy of Mention

There is one particularly agreeable development in the Baltimore cooperage trade that is worthy of mention, and it is the business enjoyed by a local barrel manufacturer for flour barrels. This company has a customer who is using thousands of flour barrels for the shipment of a specially-prepared flour.

There is also a demand for sugar barrels here, both new and second-hand. Of course, the refinery's needs are supplied by their own cooperage department, but the barrel manufacturers and dealers are having a fairly good volume of orders for sugars for various purposes.

Lull in Export Oil Barrel Demand

In tight barrel circles there was a nice volume of orders for oil barrels for export oil in the last little while, but just now there is a lull in the demand. The refiners have ordered all shipments stopped, and this line is practically at a standstill at present. Of course, there are some oil barrels moving, but nothing like the volume that has been going out. Quite a few of the local coopers reported a scarcity of good number one oils, and the let down in the demand may have its advantages after all. How long this condition will prevail no one seemed to know, nor cared to predict.

Condensed Milk Barrel Makes Fine Impression on Consumers

Condensed milk barrels are having a pretty lively call at present. These barrels have attracted considerable attention, because of their workmanship, and consumers are indicating a preference for them rather than for other types of tight barrels on the market.

New Barrel and Keg Markets in Excellent Condition

Manufacturers of new barrels and kegs in this city report business somewhat better than fair. In fact, one slack barrel manufacturer stated they are about two or three weeks behind in their orders. New tight kegs are having a lively demand and both manufacturers and handlers of these kegs expressed satisfaction over the volume of trade they are securing.

The manufacturers of coca-cola and other beverages continue to make their good demand for barrels and kegs, and naturally as the warmer weather approaches this demand will increase.

The writer, on his travels around the city, viewed the new plant of the Kimball-Tyler Cooperage Company, which is being erected to replace the plant recently destroyed by fire. Frankly and honestly it is one of the most modern and up-to-date cooperage plants we have ever seen. It is of concrete and brick construction, and is as near fire-proof as can possibly be made. The various buildings will probably be completed within the next two months or so. This concern is having a fair call for their slack and tight barrels, as well as kegs, and looks for the coming months to bring much additional business to them.

Urgent Need for Stabilized Prices

We have not talked prices in this report, because so many varied prices were quoted that it would only confuse the reader, rather than inform him, were we to make any specific quotations. This is a subject that requires the closest attention on the part of the local trade. It is logical to say that if the consumer is quoted many conflicting prices for the same class of barrel, there will surely be a great temptation to shop around and hammer at prices. There is danger to any local trade in an unstabilized market, and the barrel manufacturers and dealers should work in close co-operation to bring the market on a basis where there is a legitimate profit for all concerned.

Increased Volume in Allied Lines Will Help Barrel Demand

Considering the cooperage situation here from every angle and keeping in mind the various statements of the local trade, we would say that the opinion quoted in the beginning of this report fairly outlines cooperage conditions in Baltimore at the present time. Everyone is enjoying a fair business, some, of course, are getting more business than others, and, on the other hand, some are making more profit than others. Very few of the local trade expressed themselves as being completely dissatisfied with present trade, and but a few seemed to think that the future would not improve business considerably. Manufacturers in the allied industries are all preparing for a much increased output of their various products. This additional volume certainly can not come to the barrel-consuming trades without the cooperage industry also benefitting.

Lumber Corporation Succeeds Cooperage Co.

The lumber department of the Roanoke Cooperage Co., Roanoke, Va., has been succeeded by the Valley Lumber Corporation, Inc. Capital stock of the new corporation is given as $50,000.

Chemical Co. Erects Barrel Plant

Stanley Chemical Co., East Berlin, Conn., is erecting a factory for the manufacture of lacquers.

Washington Coopers Anticipate Better Business

Tight Barrels Already Moving in Fair Volume—Tanning Companies Using Many Barrels—Greater Co-operation Will Benefit Trade

While business at present with the Capitol City cooperage trade is not particularly active, the near future, however, holds out good prospects. Washington has very few manufacturing plants within its limits and the demand for barrels for local consumption is not very extensive. Nevertheless, at all times, the barrel dealers here sit tight and keep cheerful, which is what they are doing right now—feeling sure that their business will improve as the demand for barrels increases in other sections of the east.

Tight Barrels Moving in Fair Volume

In tight lines, oils, paint, alcohol and condensed milk barrels are moving along in fair volume. A considerable number of these barrels are shipped to consumers in the vicinity of Washington or the barrel dealers in other localities. One particular dealer reported a satisfactory call for barrels for the shipment of tanning liquors.

In slack barrel lines, sugar, apple and truck barrels are about the best sellers just now, but whether or not one could say that the local dealers are getting a legitimate profit from such business is a question.

Certainly from information secured by the writer on his rounds of the trade, one would be apt to say that the profit obtained by the local trade on their sales of all classes of barrels is very small.

Great Need for Co-operation Apparent

There are many reasons why Washington should prove very profitable for every member of the trade here, and if the barrel dealers do nothing else in the next little while but engender a feeling of co-operation in the trade, a great step forward toward more profits will be made. A certain amount of competition is good for trade, it is true, but, nevertheless, there is such a thing as too much competition, and too much cutting of price, and when it comes to a point where a sale is merely an order for so much goods but no profit, then not only does the local trade suffer a loss, but the reaction is felt in many other markets as well.

Co-ordination in Cooperage Trade Will Build for the Future

This condition does not apply to Washington alone. As one travels around the cooperage circle, there is felt the imperative need for more co-ordination and co-operation among both barrel manufacturers and dealers. There is an absolute need of more cohesive action in the cooperage trade today than ever before. Substitute package manufacturers are striving in every way to make further inroads into the rightful fields of the wooden barrel, and it is only through strong organized effort that the position of the wooden barrel as the perfect shipping package can be sustained and maintained.

There are two prime factors in the cooperage trade generally which have always existed, but which must now be given serious consideration by the trade as a whole if the prosperity and life of the barrel is to be held intact. First—the quality of the wooden barrel must be kept on a high plane, irrespective of whether it is a new barrel or a re-coopered barrel. Second—the cost must not be such as to work to the detriment of the barrel in the way of being prohibitive, nor should it be such that admits of no profit to the trade.

Inasmuch as this correspondence is written from the Nation's capitol, it might not be amiss to strongly urge barrel manufacturers and dealers of the entire country to give this subject of organized effort exhaustive thought, not only for the future good of their individual business, but also for the best interests of the cooperage industry as a whole.

I. C. C. Amends Specifications

Amendments to its regulations for the transportation of explosives and other dangerous articles by freight and express appear in I. C. C. Bulletin 3,666, the amendments effecting tight wooden barrels and kegs being covered as follows:

Shipping Container Specification No. 9
WOODEN BARRELS AND KEGS (TIGHT)

Material

6. (c) Rubber for lining must be free from sulphur, specks of foreign matter and any perceptible defect.

Closure

18. Bung-holes must be tapered and efficiently closed by tapered bungs; except in the case of driven wooden bungs, the closure must include some efficient means of holding the bungs securely in position so as to prevent leakage in transit.

20. Wooden bungs, when used in barrels containing liquids, must be of the compressed type and of diameter not greater than two inches, must be covered with suitable coating, have a driving fit, and be driven so that the grain runs with the grain of the staves. Wooden bungs should be soaked in hot water or hot glue for about one minute before driving into bung holes.

Lining

21. (a) Containers must be thoroughly coated or lined with one of the following materials: Animal glue, asphaltum, pure rubber.

(d) Rubber lining must be pure and free from sulphur and must be uniformly distributed throughout the entire surface of the container, including the closing devices, and must be applied so as to afford proper security against leakage. When rubber lining is in the form of sheets it must weigh not less than 20 ounces per square yard, all seams must be cemented, and an interliner, consisting of two plies of creped No. 1 Kraft paper cemented together with asphaltum and having a base sheet weight of 90 pounds, must be used between the rubber and the wood of the barrel. When rubber lining is not in the form of sheets, but is coated directly onto the interior surface of the barrel, not less than 0.14 pound of rubber per square foot of interior surface must be used.

Shipping Container Specification No. 10
WOODEN BARRELS AND KEGS (TIGHT)

(Cancels and supersedes par. 3 of specification, p. 218 of Bulletin, as amended by order of October 21, 1924, effective November 15, 1925, by order of November 7, 1925.)

Hoops

3. The head hoops must be not less in width or gauge than those specified in paragraph 15 of specification No. 9 for bilge hoops. Six-hoop container with special center hoop of same width and gauge as bilge hoops is authorized in place of the 8-hoop container, if timbers are thoroughly kiln dried and the center is driven tightly into place immediately before shipment.

Effective until June 1, 1926, 10-hoop 50-gallon container is authorized in place of the 8-hoop 50-gallon container, if head and bilge hoops are not less than 17 gauge and 1¼ inches in width, and all other hoops are not less than 18 gauge and 1⅛ inches in width.

Domestic Packing Advisory Board in Session at Washington

A meeting of the Domestic Packing Advisory Board called by the Department of Commerce, was held in Washington, D. C., January 25th, to consider reports on standard specifications for shipping packages, including wooden barrels, all types of wooden boxes and fiber packages.

Secretary Herbert Hoover addressed the morning session, congratulating the members upon their co-operative spirit in giving their time and effort to make possible standardized packages. Mr. Hoover pointed out that one of the big wastes in distribution today results from bad packing. These losses must ultimately be reckoned in the price the manufacturer asks for his products. The Secretary expressed the hope that the Board would soon complete its work so that the general public in working out a solution of this problem will have the facts before it.

The reports of the sub-committees were thoroughly considered and discussed by the Board, and it was decided to resubmit these reports to the sub-committees representing the various industries for revision and to allow additional material to be included. It was also agreed to prepare and issue reports on strapping and marking. Since the revision of the reports and the preparation of the new reports is to be undertaken in co-operation with the different industries, it was agreed to adjourn until April 27th, at which time a meeting will be called in Chicago.

What Barrel Using Industries Are Doing

Forward Steps Taken by Ohio Apple Growers

Consideration is being given by the management of the Ohio Fruit Growers' Cooperative Association, Columbus, Ohio, to the advisability of formulating a definite program for limiting the number of varieties of apples grown for commercial purposes. With the formation of the association, which is a federation of local units, attention was given to standardization problems and, in the opinion of the management, considerable headway has been made. Packing houses operated by the local units have been established near the producing orchards, and these have proved an effective means for improving the grade of fruit and insuring a standard pack. As a result of four years of consistent work, the output of the units is not only fairly uniform, but has become favorably known to those in the channels of trade.

National Packers Laud Sauerkraut

The praises of sauerkraut were sung long and loud January 28th by members of the National Kraut Packers' Association, meeting in conjunction with the National Canners' Convention in Louisville, Ky. The once lowly product of cabbage was heralded to the world as one of the most healthful and appetizing dishes for the table.

Roy Irons, secretary of the association, made public a secret in connection with the German dish. "Its juices violate the Volstead act," he said. "It contains seven per cent. alcohol."

Speakers told the delegates of the beneficial effect of lactic ferment in keeping the intestinal tract free of disease-producing germs, and sauerkraut teems with these ferments, they said. Spinach, they admitted, may be the broom of the stomach, but sauerkraut is the vacuum cleaner.

Moving-Picture Film Shows How to Combat Enemies of the Apple

"Uneasy rests the head that wears a crown," and His Majesty the Apple is no exception to the rule, according to the United States Department of Agriculture educational film, "King Apple's Enemies." Such insects and fungi as aphids, cankerworms, red bugs, codling moths, tree tent caterpillars, plum curculio, San Jose scale, apple scab, leaf spot, apple blotch, bitter rot, sooty blotch and many other orchard insurrectos constanty conspire to dethrone King Apple, and his defenders are frequently called upon to mobilize their forces and declare war upon the enemies. Materials for controlling such insects and plant diseases and methods of applying them through the spray nozzle and dusting machine are recommended in the film.

Increased Canadian Beet-Sugar Crop

Sugar beet production in Canada totaled 415,000 tons in 1925, with a value of $2,536,000, according to a report of the Dominion Bureau of Statistics. This was an increase of 81,000 tons over the 1924 crop. Average yield per acre was 11 tons, with a value of $6.11 per ton.

Acreage devoted to sugar beets in the Dominion has increased from 18,000 acres in 1918 to 37,718 acres in 1925. Yields in the last seven years have been from 7.8 tons per acre to 11.25, with an average price from $4.75 to $15.47. Production of refined beet sugar amounted to 50,092,835 pounds in 1918. In 1924 it reached 85,770,709 tons, worth $6,192,645.

Successful culture of sugar beets in western Canada, it is pointed out, has been demonstrated with the establishment at Raymond, Alta., of the first of a chain of sugar beet factories. Five hundred farmers in the area planted 7,000 acres in beets for the factory this year. Production ran about 100,000 tons, with individual yields averaging 15 and 16 tons to the acre. The factory has a storage capacity of 72,000 tons of beets. The plant has an output of 1,000 tons of beets a day, which represents about 3,000 bags of sugar.

Irish Standard Butter Packages

Under the powers conferred by the Dairy Produce Act of 1924, the Irish Free State Ministry of Lands and Agriculture recently issued an order prescribing that in the future all butter produced in the Free State and destined for export must be packed in standard containers—casks of 112 pounds, kegs of 56 pounds, or boxes of 56 pounds, 28 pounds and 14 pounds.

New Pickle Works in Operation

The Herberger Pickle Works recently opened its new plant at 4481 Whiteside Avenue Los Angeles, Cal. It is a modern plant with practically all new equipment, designed to make the preparation of various pickle products as automatic as possible. The output is three times that of the old factory. Salting stations will be erected in various parts of California and tank cars will transport the products to Los Angeles. C. A. Johnson is factory superintendent.

Sugar Company Will Build New Warehouse

The American Sugar Refining Co., 117 Wall Street, New York, plans to build a new warehouse and refinery at Kent Avenue, between Grand and South Fifth Streets, Brooklyn, N. Y., the estimated cost of which will be $500,000.

Chemical Sales Show Industrial Expansion

Consumption of sulphuric acid as a measure of industrial activity is well established, and, according to the annual statistical number of *Chemical and Metallurgical Engineering*, the production in 1925 totaled 6,853,000 tons of fifty-degree acid. This is a gain of 673,000 tons over the 1924 output and 253,000 tons more than in 1923. The year set a new record for industrial consumption of sulphuric acid in the United States.

Caustic soda has had one of the best years in the history of the alkali industry. The rapid growth of the rayon industry and the activity in reclaiming rubber were outstanding factors. Both the petroleum and the soap industries showed 10 per cent. increases in the consumption of caustic soda. Distribution of caustic soda in 1925 reached 492,000 tons, as against 408,000 tons in the preceding year and 436,000 tons in 1923.

Distribution of soda ash in 1925 totaled 1,810,000 tons, against 1,636,000 tons in 1924. The glass works were the largest single consumers of soda ash, absorbing 520,000 tons. It is estimated that 30,000 tons of 100 per cent. acetic acid were produced for industrial consumption in 1925, and at least a third of this quantity was used in textile dyeing and finishing.

Oil Company Organizes

The Lucas Oil and Refining Co. has just been organized with a capital stock of $50,000. The officers of the new company are B. O. Lucas, president; C. W. Tibbs, vice-president, and Fred Watson, secretary-treasurer. A 24,000-barrel refinery at Fort Worth, Texas, which has been purchased by the new company, will be overhauled and new additions made to it. Dan Herbrecht, National Bank Bldg., Dallas, Texas, is purchasing agent.

New Factory for Cement Co.

The Russia Cement Co., of Gloucester, Mass., will construct a new two-story factory at San Francisco, Calif. Cost will be $40,000.

Swift Buys Packing Plant

Sale to Swift & Co. of the pork packing plant of Boyd, Lunham & Co., at the Union Stockyards, Chicago, Ill., was announced in Chicago, January 25th. The purchase price was not mentioned.

Canadian Salt Co. Enlarges Plant

The Canadian Salt Co., Sandwich, Ont., plans extensions to its plant, including the installation of equipment for refining and handling salt.

Cider Company Incorporates

The Naas Cider & Vinegar Co., Cochocton, N. Y., has been incorporated, the capital stock increased, and the name changed to the Naas Corporation.

National Biscuit Co. Enlarges Plant

National Biscuit Co. will enlarge its Baltimore plant at Hanover and Conway Streets by the erection of a three-story building. The cost involved is $150,000. Fred C. McClure is manager.

Chemical Co. Erects Barrel Plant

The Merrimac Chemical Co., 148 State Street, Boston, Mass., will erect a barrel plant at Everett, Mass., to cost approximately $42,000, including equipment.

Paint, Oil and Varnish Trades

The Kohler-McLister Paint Co. is making alterations to its plant in Denver, Colo.

Robert Rauh, Inc., rosins, resins and gums, has purchased a plant on Frelinghuysen Avenue, Newark, N. J., and will remodel the same in the near future. This company's present headquarters are 30 Elizabeth Street, Newark.

The Lookout Paint Co. of Chattanooga, Tenn., has secured a location and will establish a dry color factory in New Orleans.

The Washington Paint & Glass Co., Wilmington, Del., has been incorporated by T. L. Croteau to manufacture paint and varnish. The company is capitalized at $25,000.

The Self-Lite Corporation, 208 W. 56th St., New York City, has been incorporated by Martin S. Bernet to manufacture paints, varnishes, etc. The capital is $100,000.

Wadsworth, Howland & Co., 141 Federal Street, Boston, Mass., is making extensive alterations to their paint manufacturing plant.

Creamery Trade

A new creamery has been opened by Nichols & Jacob, Blackwell, Okla., trading as the Dairyland Creamery.

Goshen Milk Condensing Co., Goshen, Ind., is erecting a $20,000 addition.

Randolph Dairy Products Co., Randolph, Wis., has been incorporated with a capital of $50,000.

The new building of the Garretson Cooperative Creamery, Garretson, S. D., is nearing completion.

New equipment has been installed in the plant of the Lakefield Farmers' Co-operative Creamery, Lakefield, Minn.

Alexandria Co-operative Creamery Association, Inc., Alexandria, S. D., capital stock $20,000; Bernie Fulton, J. W. Winright, H. L. Taylor, Fred Krentzfeldt, J. B. Jarding and John Pommer.

Royal Dairy Products Co., Bellingham, Wash., has been incorporated with a capital of $24,000.

C. M. Beachy, Wichita, Kan., is planning to erect a condensing and powdered milk plant at Arkansas City, Kan.

Among the Flour Millers

The Holland-O'Neal Milling Co., Mt. Vernon, Mo., has just completed a $100,000 milling plant at Springfield, Mo. They will also rebuild their mill at Mt. Vernon.

Chadson Flour Mills, Chadson, Neb., has been incorporated by Charles Naylor and W. W. Naylor.

The Norfolk Cereal & Flour Mills, Norfolk, Neb., has completed a two-story addition to its plant at Norfolk, Neb.

Kasper Milling Co., Sprague, Neb., has been incorporated with a capital of $100,000.

The Elevator Milling Co., Springfield, Ill., has installed corn expelling equipment for making crude corn oil.

The Sims Milling Co., Frankfort, Ind., will increase its capacity to 300 barrels of flour a day.

Inglehart Bros., Evansville, Ind., has purchased the plant of the Poseyville Milling Co., Poseyville, Ind.

McKinney & Burkley, Howard, Kansas, is rebuilding its mill recently destroyed by fire.

The Cereal Milling Co., Minneapolis, Minn., has been incorporated with a capital of $50,000.

The Willig Bros. Flouring Mills, Temple, Texas, incorporated with capital of $40,000 by Henry Willig, Alfred Willig and Carl Enge.

Arthur Harrold has opened a new mill at Akron, Ohio.

The Imperial Flour Mills, Wichita, Kan., will rebuild its mill recently destroyed by fire.

The Enterprise Feed & Milling Co., Raleigh, N. C., has been incorporated by H. W. Ford, with a capital of $50,000.

Eagleville Milling Co., Eagleville, Tenn., has been incorporated with a capital of $15,000. A. P. Elmore, Jr., is interested in the company.

Molasses Plays Big Part in Increasing Alcohol Production

The consumption of molasses for alcohol production is performing an increasingly important part in American industry. In the year ended June 30, 1925, there were used by the alcohol industry in this country alone 187,397,844 gallons of molasses. In the year ended June 30, 1921, the total was 111,557,863 gallons, the increase in four years totaling 75,839,981 gallons, according to reports to the Commissioner of Internal Revenue.

Pennsylvania stands third in the list of States in the use of molasses for alcohol purposes, with 25,417,623 gallons in the year. Louisiana is first with 86,323,250 gallons, Maryland second with 47,544,844 gallons, and New York fourth with 12,995,265 gallons. Next to Louisiana, Pennsylvania shows the largest increase in 1925 when compared with the previous year, using nearly 6,000,000 gallons more of molasses for alcohol than it did in 1924.

Distribution to Manufacturers

John J. Carroll, of the Kentucky Alcohol Corporation, New York, has compiled some interesting statistics from reports made to the government on the distribution of specially denatured alcohol delivered to manufacturers in the year ended June 30, 1925, when manufacturers received 34,593,231 wine gallons of 190 proof.

Of the total, plants in eastern Pennsylvania, southern New Jersey and Maryland, Delaware and Virginia received 6,533,796 gallons, or 18.8 per cent. In the first and twelfth revenue districts, which include Philadelphia, 2,384,055 gallons were received. More than 15,000,000 gallons were distributed in New York City, Brooklyn, the Bronx and the upper part of New York State, northern New Jersey and Connecticut, as against 30,493 gallons distributed in Montana, Utah, Colorado, Nebraska and North and South Dakota. All districts show substantial increases when compared with the previous year.

Uses of Denatured Alcohol

Uses of denatured alcohol in the year were classified principally as follows: Anti-freeze and general, 46,413,309 gallons, increase 12,245,337; perfumes and toilet lotions, 7,588,363 gallons, increase 231,559; perfumes and high-grade toilet preparations, 2,714,025, increase 896,834, and shellac, varnish and general manufacturing 71,165,124 gallons, increase 100,000.

In the fiscal year ending June 30, 1925, there were produced 87,455,535 wine gallons of ethyl alcohol (naked). This compares with 71,525,119 produced in the previous year. There were withdrawn from bond 85,352,703 gallons, compared with 71,634,866 gallons in 1924. Denaturing plants took 78,078,210 gallons, or 91.56 per cent. of the total, and manufacturing plants in bond, 27,557 gallons.

It is estimated that in the winter of 1925-1926 there will be a market for 36,850,057 gallons of alcoholic anti-freeze compound for automobiles. Of this total Pennsylvania's allotment is 2,713,838 gallons; New Jersey's 1,158,896; Delaware's 79,758; Maryland's 363,956 and New York's 3,947,570.

Cooperage Companies Consolidate

An announcement which will be of interest to the cooperage trade is the consolidation of the B. & A. D. Fessenden Company, at Townsend, Mass., the Fessenden Cooperage Company, of Hoboken, N. J., the Annis Grain and Lumber Company, Londonderry, N. H., under the name of "Fessenden Companies, Inc." The B. & A. D. Fessenden Company for 60 years has manufactured kegs, barrels, tubs, fish kits, pails and lumber, having been established in 1827. The company's famous trade mark, "Sanitite," is widely known.

Big Timberland Purchase

One of the largest standing timber transactions ever consummated in Southeastern New Mexico was the recent sale of 50,000 acres of forest to the Hines Lumber Company.

This tract is in the Mescalero Indian Reservation. It is estimated by representatives of the purchasers that it contains not less than 400,000,000 feet of commercial lumber.

Normal Conditions Prevail in Buffalo

Completion of Inventories Will Mark Return of Cooperage Stock Demand—Large Cider and Vinegar Production Will Help Coopers

Figures compiled by the Chamber of Commerce as to the amount of flour production in Buffalo territory for the year 1925 show that the total was 9,985,345 barrels, which was the largest amount on record. An increase of 33 per cent. took place over the year 1924, when the total was 7,417,205 barrels. The high figures are due to the addition of two large mills to the output—the Pillsbury Flour Mills Co. and the Russell Miller Milling Co.—as well as to more extensive operation on the part of the Washburn-Crosby Co., which has been leasing mill capacity with two other milling companies, so as to be in position to fill its orders.

Buffalo Is Pushing Minneapolis for Title "Leading Flour City"

The last year's flour figures disclose that Buffalo is gaining on Minneapolis, although not yet able to wrest from the latter city the title of greatest milling center of the country. How much flour Minneapolis turned out last year is not yet known to Buffalo millers, but the shipments out of that city have recently been running about 275,000 barrels a week, or at the rate of 14,300,000 barrels a year.

The local growth in flour output has meant an increased demand for barrels, which have been furnished not only by the local cooperage trade, but also by outside coopers. A good many flour barrels have been sold here by the International Cooperage Co., Niagara Falls, which brings them in here by its motor trucks. The flour barrel demand has dropped off some lately and mills report light production, which is often the rule in January.

Barrel Makers Will Stock Up After Inventories

Demand for slack cooperage material has been light so far this year, which is a normal situation, as coopers generally wait a while after completing their inventories before they take on more stock. In most cases they did not carry over as much as in preceding years, as they did not buy heavily during the year and there was a very fair demand for apple barrels. Apples have been bringing good prices, so the growers felt that they could afford to barrel them. Apples which in former years could be bought at $1.50 to $2 a barrel are now bringing that much per bushel, and this advance is not due to any shortage of fruit, for market reports claim that apples are in "heavy supply, glutting the market." Apparently they are not glutting it to the extent that buyers are getting any bargains.

Slack Stock Prices Show Strength

Prices on slack cooperage material show strength, especially in hoops, which are 35c to 40c higher than a month ago. Quotations are now (January 20th) as follows: five-foot six-inch hoops, $18.60; six-foot hoops, $19.70; six-foot nine-inch hoops, $20.85; No. 1, 28½-inch cottonwood staves, $15; No. 1, 30-inch gum mixed staves, $14; No. 1, 17⅛-inch basswood heading, 11c to 12c. The amount of basswood heading in the market is small, production being curtailed.

Big Output by Cider Manufacturers

The town of Marion, Wayne County, claims to lead all others in New York State in the production of cider during the past season. The Wayne Produce Co. made 10,000 barrels and several custom mills also did a large business. Most of the cider will be turned into vinegar.

New York State Is Urging Forest Conservation

The State Conservation Commission is making strong efforts to promote forestry in this State and has obtained the co-operation of many organizations and individuals in carrying out this purpose. It is aiming to interest boards of supervisors of the various counties, as well as farm bureau agents, in the subject of reforesting unappropriated State lands which are now unprofitable. There are more than 7,000 acres of such land scattered through 26 counties outside of the forest preserve.

Honor to Whom Honor Is Due

Edward B. Holmes, president of the E. & B. Holmes Machinery Co., as was reported in the January issue of THE JOURNAL, was elected president of the Buffalo Club at the annual election, held late in December. This is a position of much honor, as the club is one of the oldest and most influential in the city. The clubhouse is located on the principal residential street—Delaware Avenue—and here a great many distinguished men have been entertained and many notable gatherings have been held.

Down Where the Strawberries Grow

Alfred M. Little, head of the Niagara Cooperage Co., Lockport, is spending several weeks at St. Petersburg, Fla., where he is enjoying the sunshine and strawberries. He writes that the male population looks very natty in "straw hats and white pants."

Michel Cooperage Co. Extending Operations

The Michel Cooperage Co., the progressive barrel-manufacturing concern of Sandusky, Ohio, is extending its operations in New York State and is reported to have booked quite an amount of business recently.

The Quaker City Cooperage Co. is fairly busy turning out flour barrels, but reports some lull following the holidays.

Standardizing Standard Costs

The time was when we figured costs very simply—ten yards of material at ten cents a yard; two hours of labor at fifty cents an hour; two dollars thrown in for the mysterious element of overhead; and we had all the necessary figures for correct costs.

Times have changed since those comparatively recent days in cost accounting. There is a new slant on cost accounting contained in a pamphlet just issued by the Department of Manufacture of the Chamber of Commerce of the United States, which shows how far we have gone in our thinking and knowledge of cost accounting. Some may think that it shows how complicated we can make a simple subject, but a review of this pamphlet will be enlightening.

According to this pamphlet:

"A standard cost system is one which employs predetermined figures in the accounting in place of actual costs of products. In a standard cost system the sum total of the standard costs for the goods produced is compared with the total outlay in money during the period of such production. The procedure is the reverse of that employed in the job cost system. In the latter the actual costs are allotted to the individual products or lots. In a standard cost system cost values are assigned to the products and the total of such assigned values compared with the actual outlay for production."

The subject of this treatise is Cost Accounting Through the Use of Standards. In reality it is intended to focus attention on the necessity for the standardization of practice in cost accounting through the use of standards. The pamphlet is easy to read and worth reading. Every executive, no matter how little he has studied the technique of cost accounting, will understand it.

New Cooperage Incorporation

The Shelley-Heins Cooperage Corporation is the new company just formed by Edward H. Shelley and William H. Heins, with headquarters at 11 Broadway, New York City, where a general brokerage business in tight cooperage and tight cooperage stock will be carried on. All orders will be handled direct from factory or from the company's warehouse in Jersey City.

Mr. Heins, who is treasurer of the new company, was manager and sales manager, respectively, of the cooperage department of the Tide Water Oil Co. for some forty years. Mr. Shelly, who is president of the Shelley-Heins Cooperage Corporation, is also a cooperage man of experience, all of which foreshadows a successful career for the new corporation.

Bolz Cooperage Co. Rebuilding Warehouse

The Bolz Cooperage Company has started the rebuilding of its warehouses at Little Rock, Ark., recently destroyed by fire. The old warehouses will be replaced by the new and modern buildings at the earliest possible moment.

The Broadening Business Horizon

American manufacturers and producers are not only looking to broader horizons for their markets but are discovering that their foreign competitors are doing the same thing. Attention is called to this rapidly growing interest in foreign trade by the Foreign Commerce Department Advisory Committee of the Chamber of Commerce of the United States.

"The increasing demands of business concerns for trade information, particularly information relating to the export trade," it says, "are marked. Taking numerical requests as one index of the business use of the government Bureau of Foreign and Domestic Commerce of the Department of Commerce, such requests increased last year by 75 per cent. over the year before, and the increase this year will be even greater.

James Irwin Gibbs

It was with a feeling of sincere regret that we received word from I. I. Gibbs, of the Gibbs Bros. Stave Co., Hot Springs, Ark., of the passing of his father, James Irwin Gibbs.

Mr. Gibbs passed away at his home in Hot Springs, Ark., January 10th, after but a short illness, leaving a wife, six sons and four daughters.

For more that 50 years Mr. Gibbs was active in the timber business, and up until a few years ago was engaged in the manufacture of tight staves and heading.

Some 10 years ago he retired from active participation in the stave and heading business, but retained a keen interest in the business up to within a few days of his death.

Mr. Gibbs was a sincere and honest man, trusting in his nature, and made many friends among those with whom he came in contact. He was not only widely known throughout the cooperage world, but was a pioneer of the industry, and there will, no doubt, be many who will learn of his passing with feelings of deepest regret.

Quality Stock Will Make the Cooperage Business Better and a Pleasure

ROBERT GRAY, THE J. C. PENNOYER CO., WINCHESTER, KY.—We are of the opinion that business should be very good this year, as there is less production and less cooperage stock in the country than we have seen in a number of years. We are also glad to see the mill men interested in producing higher grade materials. This will boost the wooden barrel, and make business a pleasure as well as better.

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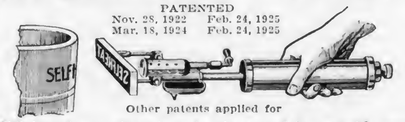

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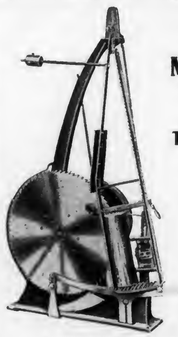

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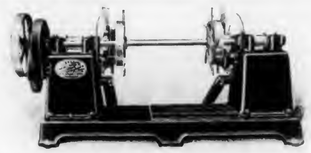

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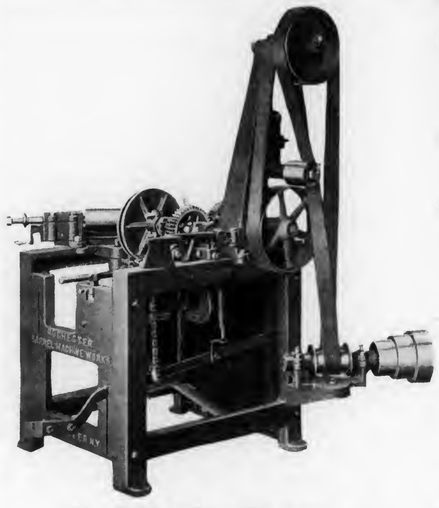

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The National COOPERS' JOURNAL

DEVOTED TO THE COOPERAGE INDUSTRY

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The use of Bung Cloths and Bung Straps is unnecessary and a waste of money, if Compressed Bungs of the correct size are used in properly bored bung holes.

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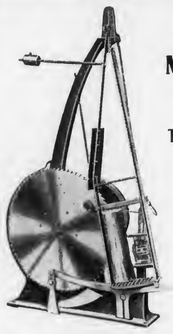

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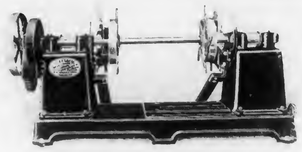

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An ingenious centering device permits saws to trim an equal amount from each end of stave.

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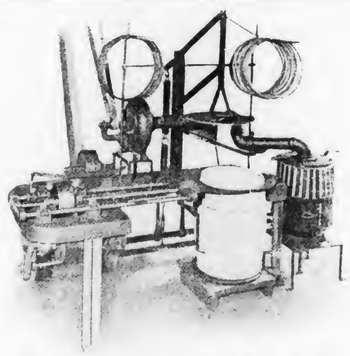

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for heading-up and hooping off all classes of slack cooperage. Repeat orders and the successful operation of every machine sold in various parts of the country, is our history to date.

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QUALITY

Slack Barrel Staves, Elm Hoops
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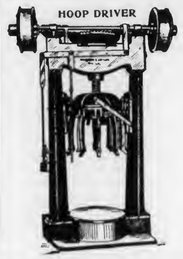

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GOOD STOCK is what we want to buy is what we aim to sell

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does not present a great diversity of sizes, types or styles, but it does offer a wide range in ***quality.***

Every shipment made by us is ***guaranteed*** to be strictly in accord with the specifications of the order.

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It's Teamwork That Wins!
——"One for All—All for One!"

When asked why he considered a certain football player the greatest halfback of his day, a noted sports writer said: "Because he always PLAYS THE GAME! He is part of his team. He merges his individual efforts into every play so that his team may WIN!"

In organization as in football—it is TEAMWORK that WINS! Much can be accomplished by individual effort, but when every member of an industry is working as a unit—"ONE FOR ALL—ALL FOR ONE"—it will carry its standard on to victory.

The team of the Wooden Barrel and Stock Manufacturing Industry is THE ASSOCIATED COOPERAGE INDUSTRIES OF AMERICA.

THE ASSOCIATED COOPERAGE INDUSTRIES OF AMERICA repeats its urge that you JOIN YOUR TEAM, become an Active Association Member and share in the many advantages that such membership will bring to you.

The Time for Lining Up Is Now!

Don't delay your decision to get in the line-up until next week, next month, or next year. Every day counts for or against us in the work of defending and advancing our Trade.

Leave the sidelines of lone attack today and take your place with your team. PLAY THE GAME!

Working as a United Team the Cooperage Industry could carry its trade package—the Wooden Barrel—to success heights never before attained. With the entire industry supporting Association Work 1926 will be a banner business year for every single member of the Trade.

All that is necessary is for you to sign the attached blank and full and complete information will be forwarded you immediately.

THE ASSOCIATED COOPERAGE INDUSTRIES OF AMERICA

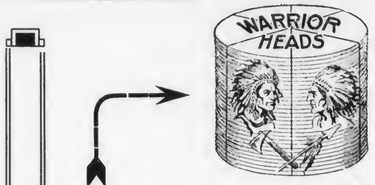
C. G. HIRT, Secretary-Manager.

THE ASSOCIATED COOPERAGE INDUSTRIES OF AMERICA,
B-20 Railway Exchange Building, St. Louis, Mo.

We want to become a member of The Associated Cooperage Industries of America. Kindly send us membership application blank, and all necessary information.

Signature .....

Address .....



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Any size Heading from 12 inches to 24 inches

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SLACK BARRELS

that are distinguished by a marked superiority of manufacture and materials

TIGHT KEGS

that deliver their contents in perfect order and command the confidence of careful shippers.

Our APPLE BARREL STOCK has won a national reputation for quality and value.

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High Grade Tight Stock Manufactured from Fine Timber.

THOROUGHLY AIR DRIED, WHEEL LISTED, HAND CULLED

Tight Cooperage Plant and Sales Office,

RITTER, S. C.

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The National Coopers' Journal

FORTY-FIRST YEAR | Philadelphia, March, 1926 | $2.00 PER YEAR VOL. XLI, No. 11

C. C. Wood Will Recommend Wooden Barrel for Rosin

Tour of Consuming Industries Produces Evidence That Steel Drum Is Undesirable

When the National Paint, Oil and Varnish Association at its Cleveland Convention passed a resolution urging a change in the marketing of turpentine to a net price per pound and also suggesting that the old reliable wooden barrel give way to the sheet steel drum in the shipping of rosin, the association did, in the vernacular of the day "start something," especially in the matter of the Wooden Barrel vs. Sheet Steel Drums in rosin shipments.

However, like all sanely and intelligently balanced industries the naval stores people took the resolution under consideration, with the result that Mr. C. C. Wood, manager of the naval stores department of W. H. Barber Company, Chicago, who, as member of the committee appointed to study the resolution, made a tour of the country visiting all those interested in order to get an unbiased report on the changes suggested.

In his country-wide trip, Mr. Wood found such strong endorsement of the wooden barrel, as a shipping package for rosin, over and against the sheet steel drum, that he will recommend its continuance as per letter following:

Steel Drums Not Desirable As Shipping Package for Rosin

CHICAGO, ILL., February 16, 1926.

EDITOR "THE JOURNAL:"

My recommendation to the Naval Stores Convention, March 1st, at New Orleans, will be that they do not make the proposed change, and continue, as heretofore, to ship rosin in wooden barrels instead of metal containers.

There have been a number of objections to the steel barrel, some of them being as follows:

First: That due to the light steel that it would be necessary to use, the ends of the drums get banged and torn, and they are, therefore, very difficult for the men to handle. They are very hard to roll and cut the men's hands.

Second: Even though the drums might be protected by being coated with paint inside and out, the action of the damp salt air would in a very short space of time work through this protective coating, and eat holes in the steel container, which would make it unfit for shipment. Even though the package was still suitable for shipping, the danger from rust getting into the consumer's product would be considerable. There are cases where packages of rosin must be stored for months, and sometimes for a year or two in the South, and when the rosin is finally shipped to the consumer, it would be a physical impossibility to have enough shelter to take care of all of the rosin which is used.

Third: The change would not in any way affect the price of the rosin itself, and a higher price would be made for the actual rosin contents to offset the lower price received for the package.

Fourth: It does not seem just practicable to ship these steel packages knocked down as is the case with wooden barrels, at least no way has been suggested so far.

Fifth: There are a number of small mills scattered throughout the producing territory, producing staves for these wooden barrels, and the freight rates to the point of use are very small. These mills use up a considerable quantity of lumber, which otherwise might only be suitable for firewood

Sixth: The wooden barrel has some value, at least as fuel, after the rosin has been taken from it, whereas the proposed steel package would not only be worthless, but would add to the cost, due to the fact that most of the scrap dealers will not take this class of material at all, and some one would have to be paid to haul it away.

Taking all these facts into consideration, it does not seem that the steel drums would be desirable, and if the change was made, apparently it would cost the consumers more to handle it in steel drums, and would also cause them some additional inconvenience.

Yours very truly,
C. C. WOOD, *Manager*,
Naval Stores Department.
W. H. Barber Company.

Rosin Producers and Consumers Favor Wooden Barrel

In line with proper and efficient serving of its trades, and along with inquiry as to selling turpentine by weight, the *Paint, Oil and Chemical Review* took up the question of Wooden Barrels vs. Sheet Steel Drums in the shipping of rosin, and in its February 4th issue carried an impressive response from rosin producers and consumers. We present just a few extracts from letters sent to the *Paint, Oil and Chemical Review* which convincingly show the favor in which the wooden barrel is held by the rosin producers and consumers.

CONTINENTAL TURPENTINE & ROSIN CORP., F. W. KRESSMAN, MGR., LAUREL, MISS.—"We are not ready to commit ourselves upon the proposition of shipping rosin in metal containers. We will do so when the trade demands it, but up to the present time we have found more complaints against metal containers than requests and recommendations for them."

—

E. W. COLLIDGE, GENERAL SALES AGENT, JACKSONVILLE, FLA.—"The plants that I represent do not manufacture rosin and, therefore, the matter of shipping rosin in light metal containers is not one that would pertain to ourselves. However, an incident that might be relative in some manner to this point I would like to give you. Several years ago the Florida Wood Products Co., which manufactures quite a large amount of pine pitch, at the suggestion of some of their buyers, decided to try out selling their pitch in a light metal container. For a time this was very successful, and no difficulty was reached as long as the pitch was being sold as fast as it was produced, but it so happened that we ran into a depression of the pitch market, and for some time our sales did not keep up with production, which necessitated storing quite large quantities of pitch in the open in these metal containers. In the course of about two months we found that the containers were rusting away, and during the six or eight months' time that these light drums were stored in the open it was necessary for them to be painted three or four times. Off-hand it seems to me that rosin shipped in light metal containers would many times meet these same conditions."

—

THE SHERWIN WILLIAMS CO., F. E. DAVIS, DIRECTOR OF PURCHASES, CLEVELAND, OHIO—"In reference to rosin, we are very much averse to receiving shipments in metal containers. The small user of rosin who usually does not have very much stock on hand can use this material as it comes in, consequently there is very little chance of the package getting rusty.

"I do not refer now to the inside of the package, which I understand is to be coated, but refer to the outside. We have never put our rosin under cover; always kept it in the open, and this material is stacked up in the yard. If you could always use the oldest shipment, it might relieve the situation, but as this material is handled in carload lots and is stacked on top of each other, naturally the last package in is the first one used.

"The rust that would accumulate on the bottom packages would be very detrimental in the manufacture of the finished product. These drums would, of course, be broken on

the floor of the varnish room and any iron content in the way of rust, which would be mixed with the rosin, would have a sad effect upon the finished product.

"We, ourselves, do not see any possibility of getting away from this, consequently, we are now as we have always been, strongly in favor of the wooden package.

"We feel this way even though we know there is a loss of two to three per cent. of rosin which becomes attached to the wood, and also the higher freight rate due to the heavier package. The cost to us in off-grade materials would far outstep the smaller advantages just referred to."

—

JAMES KIRK & Co., E. J. CRABBS, CHICAGO, ILL.—"The disadvantages in the use of sheet metal drums for rosin are:

"The rapid oxidation of sheet metal when exposed to the atmosphere, for usually rosin is stored in the open for a long period under all kinds of weather conditions, and, naturally, same will be hard to handle in this condition.

"Also, if the drums had to be warehoused or stored, this would mean additional expense.

"More labor is required to handle rosin in sheet metal drums than in wooden barrels, because of their shape and contact points with the surface of the yards.

"The wood can be used for fuel and the sheet metal would hardly pay for its removal most of the time due to its oxidation.

"Rosin should be sold on pound basis and every barrel tared."

—

PEASLEE-GAULBERT CO., S. E. BROOKER, VICE-PRESIDENT, LOUISVILLE, KY.—"We have never had any experience in buying rosin in metal containers, but if rosin was sold by net weight we see no objection to continue packing it in wood, as it no doubt would be a convenience to the rosin producers to use wood barrels instead of metal containers. They can probably get the wood barrels right in the section in which they are making their rosin, and ofttimes can make their own barrels, whereas if shipped in metal containers they would have to have their containers shipped and often hauled far into the interior where the small turpentine stills are located."

—

JOHN LUCAS & COMPANY, INC., J. C. GILMOUR, MGR. OF PURCHASES, PHILADELPHIA—"Referring to your communication of November 5th we have had no experience up to the present with rosin packed in steel containers.

"Dr. Gardner, however, in April, 1925, in behalf of the Scientific Section of the Educational Bureau of the Paint Manufacturers' Association of the United States, issued Circular No. 230 on the subject 'Coating for Steel Rosin Drums and Effect on Color of Varnish,' in which he revealed the results from tests made, and expressed himself as of the opinion that the practice of putting rosin in steel or iron drums might introduce iron in the molten rosin. The rosin after being poured into a steel barrel would stay hot for a long period of time, and in its hot condition would be in a highly reactive condition to dissolve some iron from the sides of the package. The effect would be most pronounced with packages that are somewhat rusty on the inside. He further expressed the opinion that in order to keep varnishes made from rosin of a light color when thinned with mineral spirits of high sulphur content, it is necessary that the rosin be practically free from iron. We think, therefore, this probably answers your questions Nos. 1 and 2.

"Question No. 3—We are not prepared to supply closed warehouse storage for short steel drums.

"Question No. 4—We hardly think there would be any additional cost for handling drums, but we feel there would be considerable energy wasted in trying to dispose of the empty drums."

Cooperage Exhibited at Philadelphia Hardware Show

A splendid opportunity to observe the value of industrial shows for the promotion and extension of sales was afforded by the Hardware Show held in the Commercial Museum, Philadelphia, February 16th to 19th, in connection with the twenty-fifth annual convention of the Pennsylvania and Atlantic Seaboard Hardware Association.

Considered from the viewpoint of attendance, number of exhibits, and the actual business transacted, the Hardware Show proved to be one of the most successful industrial shows ever held. There were approximately 450 exhibits, and the attendance taxed the capacity of the Commercial Museum.

As to the actual business done, one manufacturer remarked that whereas his company usually marked their show sales in the hundreds, at this particular exhibit the returns would be written in the thousands.

That the cooperage trade of Philadelphia was awake to the value of the Hardware Show was evidenced by the practical tight barrel and keg exhibits of the General Cooperage Company, who represents the Allied Barrel Company, Oil City, Pa., and the Chas J. Wachter Co., Philadelphia distributors for that progressive booster of the wooden barrel—Chess & Wymond Company, Louisville, Ky.

C. B. Cunningham, secretary and W. R. Abell, eastern representative of the Chess & Wymond Company, were on hand and had a busy time answering queries and closing orders for the "Chesswyco" brand of cooperage. Mr. Cunningham said the show was a huge success in point of actual orders booked and inquiries received.

THE JOURNAL strongly urges more cooperage manufacturers to not only attend these shows, for their actual business value, but also make use of exhibition space. We do not know of a more prolific way of boosting the wooden barrel than taking representative space at these industrial shows. There was a constant stream of visitors to the cooperage booths at the Philadelphia Hardware Show and that they did not call out of idle interest is proved by the practical results obtained.

Other exhibits of interest to the cooperage industry were those of Henry Disston & Sons, Inc., Philadelphia; E. C. Atkins & Company, Indianapolis; and the Simonds Saw and Steel Company, Fitchburg, Mass.

Each of these companies had an exhibit of their saws, tools and knives, which occasioned much favorable comment from all visitors to the show.

SPLENDID EXHIBIT OF THE HENRY DISSTON & SONS, INC., AT THE HARDWARE SHOW

Steady Cooperage Demand in St. Louis at Firm Prices

Outlook for the Remainder of the Season Is Excellent, Even in Spite of Unsatisfactory Conditions in the Woods

A thorough canvass of the situation in St. Louis reveals a distinctly encouraging state of affairs, both from the standpoint of production and distribution. The majority of stock manufacturers here are most decidedly of the opinion that improved weather conditions in the South will materially alter the entire situation within a very brief period.

A good steady demand is reported, with stock moving about as fast as it is made. Prices are also maintaining a fair degree of steadiness. In comparison with the corresponding period of last year, the present volume of business is much better.

Adverse Production Conditions Continue

Continued heavy rains in the leading production sections of the South have militated against anything like a normal production. It has been extremely difficult to log, and the unfavorable conditions are likely to continue for several weeks to come.

Analyzing present prevailing conditions, one of the best authorities in the cooperage industry stated that no one can gauge the trade by the movement at the present time, because of existing transportation problems. Cooperage stock manufacturers are not only hampered by untoward manufacturing conditions, but even when they have the stock ready for shipment, they can not get it to the railroad junctions in many instances, because of the deplorable condition of the roads. Right now stock manufacturers are confronted with many difficult problems of manufacture and transportation, and while it is taking the highest degree of business sagacity to meet and solve these problems satisfactorily, there is no doubt but that the task will be accomplished and with good results.

Good Prospects for Spring Trade

At this period of the year when winter is lapping into spring, there is usually a quietude in the cooperage trade, which in time is succeeded by a gradual resumption of normal activities, somewhat after the manner that old Mother Nature is doing at the same time—putting on her new dress of green, and preparing for the eternal resurrection which follows each season as unerringly as the winds and tides—when the sprouts begin to shoot up and all green things that live upon the earth begin once more to put on an air of life and renewed vitality.

So in business this parallel holds equally good. The Eastertide of the cooperage industry is at hand; it is slowly emerging from the winter lethargy and taking on the vernal freshness of renewed life and activity in all departments. Soon it will have reached its full volume, and the men in the ranks of the producers and distributors will smile again as the order books begin to swell with the onrushing tide of new business coming from all points of the compass.

St. Louis Trade Optimistic and Broad-Visioned

The leaders in the cooperage industry in St. Louis are optimistic to the extent of believing that this year will be one of the best they have had in the past decade, both with regard to volume of business and the price basis on which it is transacted.

Slack and Tight Barrel Manufacturers Look for Increased Business

Production of slack and tight barrels is about normal in this city just now. Even though some of them are not operating full time, still all of them are doing a fair business, and the prospects are there will be a material increase in activities when weather conditions are more favorable for stock production.

All classes of kegs are moving in good volume. The barrel and keg consuming industries are all taking cognizance of the prevailing container question, and all indications are that the cooperage industry will greatly benefit from the discussion as to the best shipping package. Most of the barrel and stock manufacturers here have not the slightest doubt in the matter. They sincerely believe that all the potential facts are most distinctly on the side of the wooden barrel as the superior shipping package, and they are shaping their plans for the future accordingly.

Benefits of Association Membership Bound to Impress Trade

There is little doubt but that there is a decided renewal of interest in the matter of association membership right now. At headquarters in the Railway Exchange Bldg., Secretary Hirt reports that an increasing demand is being made upon such service departments of The Associated Cooperage Industries of America as have been organized within the Association for the benefit of trade. Once a cooperage or cooperage stock manufacturer has or will adequately test the value of Association membership in all its ramifications, and if all other essentials are equal, there should be no trouble experienced in holding every member of an industry within its membership fold.

Installing Slack Stave Plant

The Opelousas Cooperage Co., Inc., Opelousas, La., of which John Deblieux is president, is installing a mill for the manufacture of slack barrel staves. The raw material will be obtained from the timber land cut over by the Deblieux Lumber Co. Ash and gum timber will be largely used.

The Opelousas Cooperage Co. was recently incorporated with a capital stock of $25,000.

The Hunt Stave Company, Bainbridge, Ga., has sold its timber holdings, lands, leases, etc., to the Elberta Crate Co., Bainbridge, Ga.

Association Issues Bulletin No. 268

In Bulletin No. 268, mailed under date of February 23d from St. Louis, headquarters of The Associated Cooperage Industries of America, Secretary Hirt says:

Ash Lard Tierces—Chicago Board of Trade

We are informed that definite action has been taken, effective April 1, 1926, to rule out as "irregular" ash tierces for lard on the Chicago Board of Trade. Declaring a certain container as "irregular" does not mean that its use is absolutely prohibited, but rather that lard can not be delivered on the Board of Trade in this class of package without some penalty being assessed.

It is understood that the principal objection to the ash tierce is that lard is likely to be exported at any time in the original package, and if the tierce is not oak, the European trade objects to it, as tierces made of other timbers than oak do not bring the same price as oak in the second-hand market.

No action has been taken against ash barrels or kegs for pork, and it is stated that there is no prospect of any such action being taken, as ash is most satisfactory for this purpose, as well, of course, as oak.

Census of Manufacturers

The Director, Bureau of the Census, Department of Commerce, has requested our co-operation in having the members of our Association furnish as promptly as possible their census figures as covered by the schedules or questionnaires which have been mailed to all manufacturers by the bureau. We are all interested in having available accurate statistics on manufactures as well as having them published promptly, and would therefore request our members to do their share by furnishing their figures quickly to the Bureau of Census, Department of Commerce, Washington, D. C.

"Summer Fruits Packed in Wood Barrels for Winter Use"

The first of a series of articles, under the above title, written by Field Representative Andrew C. Hughes, appeared in the January issue of the *American Food Journal*, published from 37 West 39th Street, New York City. The magazine mentioned is a high-class publication with a wide circulation in the food industries which, as you know, consume large quantities of cooperage. Similar contacts have also been made with trade papers representing other industries which are users, or should be users, of the wooden barrel, and Mr. Hughes will supply contributions to all these publications in the shape of articles on the efficiency of the wooden barrel as a shipping package.

Will Rebuild Heading Factory

Burnhes & Healey, owners of the barrel heading and box factory at Wickliffe, Ky., recently destroyed by a tornado, will start rebuilding immediately.

Read our special "ad" department

THE NATIONAL COOPERS' JOURNAL
DEVOTED TO THE COOPERAGE INDUSTRY

ESTABLISHED 1885

ASSOCIATED THE COOPERAGE INDUSTRIES

PUBLISHED MONTHLY
1321 WALNUT STREET
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M. E. DOANE
EDITOR

J. A. MURPHY
BUSINESS MANAGER

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When subscribers desire their address changed they should give the old address as well as the new address.

ADVERTISING RATES

will be furnished on application. Copy for advertisements should reach us not later than the 15th of the month to insure insertion in the following issue. Changes in advertisements should reach us not later than the 20th of each month.

CORRESPONDENCE

The columns of The National Coopers' Journal are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

IMPORTANT ARTICLES IN THIS ISSUE

Editorials.
Open Forum.
Wants in Cooperage Lines.
C. C. Wood Recommends Wooden Barrel for Rosin
Cooperage Exhibited at Philadelphia Hardware Show.
Chicago Board of Trade Makes Ruling on Ash Lard Tierces
Walker Wellford Warns Trade Against Impostor.
The 1926 National Foreign Trade Convention.
Cooperage Trade of British West Africa.
Russia Increases Exports of Staves to Bordeaux.
Proposed General Advance in French Duties.
Steady Barrel and Keg Demand Continues in Louisville.
St. Louis Cooperage Situation.

Dependable Statistics Would Not Only Stabilize Markets, But Tend To Eliminate Periodical Business Slumps

IN spite of the reluctancy of many in the cooperage and cooperage stock manufacturing industry to embrace and incorporate within their business the practices which the onward march of industrial life have developed and shown to be safety lines of inestimable worth, the time is at hand when adoption of every intelligent and efficient trade policy is imperative if the general good of the cooperage industry is to be conserved, increased and advanced.

Today the subject of statistics is not only one of leading importance throughout the majority of manufacturing industries, but the value of dependable statistical information as a trade and market stabilizer should be plainly apparent to all who will justly open their minds to rightly consider statistics as "tools of trade"—as they have appropriately been termed—for such they are, and as such they should be looked upon—not for the exclusive use or profit of one or a few, but at the service of all, and for the good of all.

With the inauguration of statistical information among cooperage stock and barrel manufacturers will come a co-ordination of trade efficiency that should and will work to the greatest possible advantage of the industry.

No business or industry can achieve its fullest returns in the way of trade success and prosperity, that is not working harmoniously and intelligently together, and in cases where two or more lines converge in one outlet—as does the cooperage industry in the sale of the wooden barrel—the need for reliable statistics is not only vitally necessary, but their use would prove one of the greatest boons the industry could bestow upon itself.

For, in the matter of statistics, it is the trade members themselves who are serving their own business and trade interests, and the better they serve these interests, in the way of co-operative working on statistics, the greater co-ordination there will be throughout the entire industry. And with this co-ordination will come a trade security and a steady, profitable business life such as is not possible where devastating fluctuations and frequent overproduction are the prevailing characteristics of a commodity market.

To be at all worthwhile, statistics must not only be reliable but they must be representative of the whole range of an industry. Short circuits cause blow-outs that are more or less dangerous at all times, and half-way measures, so far as statistical information is concerned, will act in the same manner as short circuits, with the same results.

The time has long since passed when openness and frankness, touching mutual interests, can be looked upon with suspicion by business men and trade members. The better relationship there is between fellow tradesmen, and the more openly and truthfully their trade problems and business interests are discussed, and the more harmoniously co-ordinated working plans are put into action, the greater the benefits for all concerned.

We have the firmest faith in the tremendous value of statistical information, and we feel confident that the cooperage industry could, if it would, adopt this progressive method of trade stabilization and be mightily benefited by so doing. But without full, harmonious and dependable co-operation to the end that the statistics as compiled are complete and reliable, insofar as it can possibly be done, and then continued as a regular business policy, the efficiency of statistics would be vastly discounted.

No one can work for or against the good of a business or industry so effectually as those directly interested and, in the matter of statistics, this is one of the questions which not only challenges the good judgment, clear vision, honest opinion and trade interest of every member of the cooperage industry, but it is one which only the trade itself can decide.

THE JOURNAL hopes its industry will adopt statistical information as a working asset to steadier markets, steadier prices and a steadier and more equalized run of business. Proper trade statistics will accomplish this, besides bring into evidence a co-ordination of the industry much to be desired and particularly alluring in aspect, so far as profitable, satisfactory and unnecessarily disturbed business conditions are concerned.

Advertising — "The World's Great Distributor" Will Solve Marketing Problem of Business and Industry

ONE of the finest expositions of the great importance and value of advertising to the entire business world that it has been our good fortune to read for a long time is contained in an article by Mr. R. B. Bearden, General Sales Manager of the Frost Lumber Industries, St. Louis, and which appeared in the February 1st issue of *The Lumber Trade Journal*, of New Orleans.

That Mr. Bearden has a complete and comprehensive grasp of advertising as a business force is clearly demonstrated.

"What does advertising do?" asked Mr. Bearden. "A simple question which any one has the right to ask who has something to make and sell. Advertising distributes the product of all workers. It is the world's distributor. The business of advertising is the business of distribution.

"We have solved difficult problems in production, in industrial organization. Development is going on right along. Our capacity for manufacture is practically as unlimited as our capacities in agricultural and mineral production. Our great problem unfinished, barely begun, is the problem of distribution. Workers of all kinds suffer from the uncertainty of the markets, through defective distribution, because organization for distribution has not kept pace with production.

"Advertising is the world's distributor. It gives to human beings the product of ingenuity. Upon its intelligent, convincing work depends the growth of industry, the growth of human comfort and the elevation of the standards of living. A man can only buy when he knows that the thing is for sale. A man must be intelligently instructed as to the quality of what is offered him, and advertising does this important work."

Mr. Bearden is one hundred per cent. right in every particular. Proper and adequate distribution is the greatest problem before the manufacturers and merchandisers of the country today. That this fact is recognized by leaders in business was evidenced at the recent Distribution Conference held in Washington.

Years of thought and thousands of dollars may be put into the origination and manufacture of a product, but if the ultimate consumer of that product is not told about it, if the buying public does not know where to get it, if the channels of distribution are not opened wide by intelligent, constructive and continuous advertising, then all the thought, time, money and energy expended have accomplished nothing.

"The history of the world has been a history of advertising, conscious or unconscious," continues Mr. Bearden. "This century of ours is the first that sees advertising as a science and an art. And even this generation does not realize the great importance of advertising, the extraordinary part that advertising is destined to play in the industry, the commerce and especially in the economy of the country. Advertising will stop only when business ceases to function and people can not understand each other."

THE JOURNAL has been ever mindful of the great truths expressed by Mr. Bearden. It has always urged and still urges its trade to make use of the powerful might of advertising. It has been preaching the doctrine of advertising to the cooperage industry for over forty-one years. You may have a good product, but does the buyer know of it? You may have the best of manufacturing equipment, timber and workmanship, but have you told your buying public that you have all this? In the wooden barrel our industry has the perfect shipping package, but have we not allowed this fact to become obscured through lack of adequate and effective advertising? These are questions that every member of the cooperage industry should ask themselves and answer honestly.

The world does not stand still. It is forever progressing. Changes are taking place all the time. So, too, are business methods progressing and changing. The day of keeping the purchasers of any kind of a commodity in ignorance of what the commodity is, what its purpose and value, where it is to be obtained and at what price, is past; that is, if the individual, firm or industry is out after legitimate business success and trade prosperity.

Today is the day of publicity, and the essential work of "business and industry," as Mr. Bearden so all-inclusively affirms, is to make the channels of distribution broader and more extensive through the unfailing force of advertising.

WANTS IN COOPERAGE LINES

Berman Bros., East Liverpool, Ohio, is in the market for an unlimited quantity of No. 1, 19-inch sugar barrels. Also five cars of apple barrels, coopered or uncoopered.

The Roach Stave Co., Boonsboro, Md., is in the market for a used Oram double wheel jointer, standard 5⅝-inch bilge; power bolter and Whitney stave sawing machine to saw 42-inch staves.

An importer of Marseilles, France, is in the market to represent American manufacturers of oak staves. Address No. 19245, Bureau of Foreign and Domestic Commerce, Washington, D. C.

"Stock," care THE NATIONAL COOPERS' JOURNAL, *Philadelphia, Pa., is in the market for 24-inch and 28½-inch slack staves; 15-inch and 16-inch heading, softwood preferred. Also 5-foot and 5-foot 6-inch hoops.*

Walker L. Wellford Warns Trade Against Impostor

NEW ORLEANS, LA., February 20, 1926.

EDITOR, "THE JOURNAL":

I just have information from Mr. Martin P. Dunn, who is with G. L. Flannery, Rochester, N. Y., that a man about 5-foot 10 inches in height, rather slim, wearing a brown suit and soft hat, with a sandy complexion—whatever that is—smooth shaven, has been representing himself as being me, and borrowed $10.

I hope that he will not attempt this on anyone else, but would thank you to give this information out to the trade.

Yours very truly,
CHICKASAW WOOD PRODUCTS CO.
WALKER L. WELLFORD, *Pres.*

Wants American Electrical Expert

According to report, the British nation, as a whole, is aroused on the matter of cheaper power, and are, therefore, giving full approbation to the present slogan "Electricity for All."

Lord Rothermere, owner of a number of newspapers and magazines and who has recently been visiting America, is now publishing facts and figures about American electrical progress.

"The economic welfare of the United States," Lord Rothermere says, "is based more than anything upon the fact that she has 29,000,000 horsepower of electrical power in her factories—a force that is equivalent to 290,000,000 human workers."

He points out that the cost of electrical power is three times as much in Britain as it is in Chicago.

Lord Rothermere faces this fact and he has suggested that an electrical expert be invited from the United States to co-operate in the development of electricity in Great Britain.

— OPEN FORUM —

In the Open Forum, which is inaugurated with this issue, THE JOURNAL looks to provide a department wherein, and through which, every member of the cooperage industry can not only freely and frankly express their views and opinions concerning any phase of their trade—coupled with such suggestions as they believe will work out to the general good of their industry as a whole—but where all will feel at liberty to take exception to any expression or suggestion as made, if their opinion runs counter to the same, and if they have and do offer reasons for objections as made.

There is no doubt but that there is a tremendous volume of valuable ideas latent within the cooperage and cooperage stock manufacturing trade. Once these ideas are given free expression, and in a way and manner that will allow of conscientious consideration of their worth, we feel that a marvelous development in the working efficiency of the cooperage industry will be the outcome.

THE JOURNAL'S Open Forum is for frank and full discussion of all matters pertaining to the welfare of the cooperage industry. All expressions as used will be absolutely "without malice aforethought," and "no axes to grind." The Open Forum will be just a "come let us reason together" place, where, in considering the good of the whole, the good of the individual is protected and assured.

We, of the cooperage industry must have but one aim, to "Boost the Wooden Barrel." This we can only properly do as we set our house in order—which setting in order means, right now, attention to production, statistics, costs and sales.

The Forum is open. Use it. Names of contributors can appear or not, as desired. First contributions to the Forum follow, and we hope not a single reader fails to give each expression careful consideration.

CO-OPERATION is probably the greatest need of the cooperage industry today. The trade association is the proper medium for this co-operation, but it is not going to get anywhere unless every member of the industry is an association member and unless every such member attends, and gives serious consideration, not only to all the various trade problems which are constantly arising, but pledges himself to and really does boost at all times. Going to a convention and sitting around with the attitude of "Letting George Do It," and then coming away with a laugh in your sleeve, as it were, doesn't accomplish anything. Criticizing the boys who do try to carry on isn't doing any good either. Take part in the meetings and then tell what you did at the convention to help the industry. That's co-operation and co-operation means trade success and business prosperity.

COMPETITION—A lot of cooperage fellows are trying to make themselves and others believe that the cooperage business is a dying industry. It is not a fact. They are merely deluding themselves. The cooperage business is in a better condition today than at any time since the Eighteenth Amendment commenced to make the world safe for hypocrisy.

The steel barrel is not a serious competitor of the good old reliable wooden barrel. This is my opinion. What do the rest of you think? Ninety per cent. of the commodities that can be put in steel, can and are put in wood, and only 28 per cent. of the products packed in wooden packages can be packed in steel. The steel barrel has so many weak and vulnerable points about it that it will die of its own accord if the cooperage industry quits boosting it. Look around your mill or plant and see if you are not getting your oil in steel—did you specify wooden barrels? How about your varnish?

If you don't agree with opinions as expressed in this department, say so—and why. If you do agree, say so, and then send in such suggestions as you think will be of value to your trade.

The cost of crating or boxing tin cans puts them out of the class of real competitors.

Tank wagons and tank steamers are the biggest competitors the wooden barrel has and these account for the greatest discontinuance of wooden barrels.

The worst competition the wooden barrel has to contend with is from the barrel manufacturer who sells a user a barrel not suitable for his product, or who supplies a poorly-made barrel. Some barrel man feeling a little financial pinch immediately proceeds to offer a lot of barrels at a cheap price, sending the offers to everyone on his list. This action at once fixes the price for the rest of the coopers. Then another cooper convinces a user that a cider package is suitable for his product in order to make a cheaper price, when this same user ought to be using a spirit package. Result is, the user becomes convinced that a wooden barrel won't hold his product, and he, naturally, looks elsewhere for a container. If every barrel manufacturer would deliver a package suitable for the product it is to carry and would get a fair price for it there wouldn't be so much talk about the barrel and keg business dying. Competition doesn't always mean the other fellow. The wooden barrel man should stop competing with himself.

Just as soon as he does this his business will improve and his profits increase.

STANDARDIZATION. This is the biggest factor in holding down costs in making cooperage. In a recent test of 23 10-gallon kegs made by as many coopers, seven was the highest number having the same head diameter, nine the same stave length, and five the same bilge circumference. The hoops and thickness of stock were as varied as the colors of Joseph's coat. Just imagine a keg user getting this lot. Some were tall and some were squat. His labels or stencil would fit some and not the others. Yet the cooper will tell you that he can't afford to scrap his rings but the mill-man cuts his staves 24 inches and one cooper equalizes 20½ and another 22½. One uses square heading two inches larger than the other to get his circle. There is room for big improvement here. Suppose the coopers get behind the Association in fixing standards for the National Pickle Packers, Chicago Board of Trade, Savannah Board of Trade, American Railway Association, etc., and furnish these bodies with expert advice and work out specifications on scientific basis. It could be done and if it was done it would prove to be one of the biggest steps forward that the industry has ever made and one that would net big business profits.

COST SYSTEMS—If some of the coopers were barrel buyers and could see the range of prices submitted by different coopers on one specification, they would agree with a large barrel buyer who recently remarked that "coopers don't figure their prices—they guess at 'em—some to get all they can and some to get the business at any price." Some barrel makers base their quotations on the cost price of the stock and some on the replacement cost—and with a fluctuating market, such as cooperage usually is, the results are widely divergent.

STATISTICS—This has been tried out a number of times, but through lack of full co-operation it has never been successful. Yet if the cooperage market is ever to be stabilized, statistics are vitally necessary. Some of the boys kick in for a while with the figures, but some do not, and then those who are trying to do the right thing for their trade get discouraged and drop out. Again some of the "wise" boys don't play fair—afraid, no doubt, that some other mill-man or cooper will get on to their figures.

The lumber boys have some mighty fine statistics and it's been their salvation during several seasons. With reliable statistics the range of prices would soon start some of the cooperage boys to figuring costs and you wouldn't then hear so much talk about how much money was lost, either in low price or no business, as we do now at the Association conventions.

—more Softex Kilns!

Do you have losses due to breakage, to hard, brittle surfaces on your stock? Then you'll be interested in kilns which turn out soft-textured stock. Let us tell you about our various types of kilns shown at left, and especially the many more new installations of

SOFTEX

process dry kilns for staves, heading, lumber in all forms. Eventually, therefore now, read our free booklet. So just put your name and address on this page, tear it off and mail to

The STANDARD Dry Kiln Co.

1521 McCarty St. Indianapolis, Ind.

STOP RUNAWAYS: ⟶
Let us stop your kiln cars 30 days **free.** No more upset trucks or broken doors. One accident pays for a pair. Special price, $6.00 for set of two for 35 or 40-lb. rail, returnable at our expense. So try a pair.

GREIF BROS. COOPERAGE COMPANY

STAVES
HOOPS
HEADING

SLACK

Thirty years of Quality production is the foundation upon which our leadership in the trade is based. Our equipment, technical knowledge and experience is placed at your disposal.

BARRELS
CASKS
KEGS

Enormous Factory Capacity
Huge Timber Holdings
Central Warehouse Stocks

Cars Straight, Matched or Mixed

CLEVELAND, OHIO

HUDSON & DUGGER COMPANY

MEMPHIS -:- TENNESSEE

Mills
Hope, Arkansas
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Little Rock, Arkansas

Manufacturers of

Tight Barrel
Circled Heading

Mention THE NATIONAL COOPERS' JOURNAL when writing to advertisers.

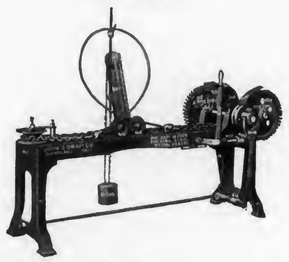
BARREL MACHINERY
Oram
CLEVELAND, O., U.S.A.

IF IT IS **ORAM'S** IT IS RIGHT

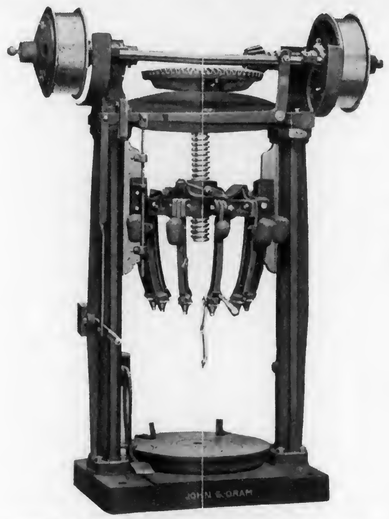
THE BEST MACHINERY FOR MAKING THE BEST CONTAINERS
AND FOR MAKING PROFIT FOR THE USERS
"THE OLD RELIABLE" **WOODEN BARRELS**

NEW "ECONOMY" (PATENTED)
HEADING-UP MACHINE

WINDLASS



BARREL LATHE



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SIMPLE—POWERFUL—DURABLE

Capacity—As fast as operator can handle. 600 to 1,000 packages per day of 10 hours, and all properly driven

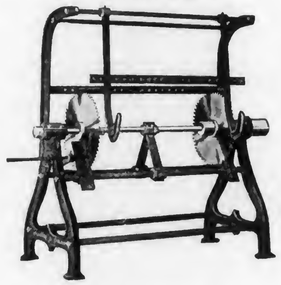
STEEL TRUSS HOOPS
ELECTRIC WELDED—"Made Right"
Outside painted any color, if wanted

HEADING PLANER

STEEL TRUSS HOOPS
ROUND EDGE—Special Carbon Steel
Sizes stamped inside, if wanted

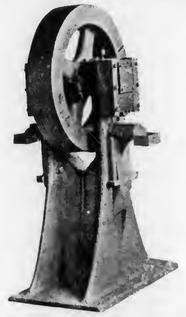
STAVE JOINTER

STAVE EQUALIZER



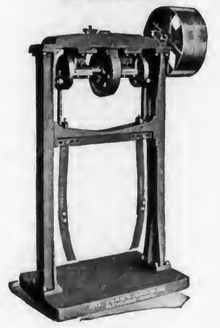
HEADING JOINTER AND DOWELLING MACHINE

HOOP RIVETING MACHINE



HEADING ROUNDER

NEW "ORAM" RAPID BILGE-HOOP REMOVING MACHINE



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ESTABLISHED 1872
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THE JOHN S. ORAM CO.

STAVE, HEADING and BARREL MACHINERY

CLEVELAND, OHIO, U. S. A.

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"Always the Best"
ASK ANYBODY

Mention THE NATIONAL COOPERS' JOURNAL when writing to advertisers.

BONE DRY—BONE DRY—BONE DRY—BONE DRY—BONE DRY—BONE DRY—BONE DRY—BONE DRY—BONE DRY—BONE DRY

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DEPENDABILITY

In placing your orders for Heading and Staves, remember that "Bone-Dry" trade mark products always give satisfaction and in the long run cost you less. Our good stock and dependable service merit your continued patronage, or your investigation, if you have not received stock from us in the past.

"BONE-DRY" is the BEST BUY

HIMMELBERGER-HARRISON LUMBER CO.

SALES OFFICE:—Cape Girardeau, Mo.

Heading Plant:—Morehouse, Mo. Stave Plant:—Cape Girardeau, Mo.

BONE DRY—BONE DRY—BONE DRY—BONE DRY—BONE DRY—BONE DRY—BONE DRY—BONE DRY—BONE DRY—BONE DRY

Staves
Heads
Kegs
Barrels
Shooks

Lucas E. Moore Stave Co.
MEMPHIS NEW ORLEANS

MILLS { Louisiana, Arkansas / Mississippi and Alabama

FIFTY YEARS IN THE BUSINESS

WM. H. COLEMAN CO.
Jackson, Tennessee

MANUFACTURERS OF

TIGHT BARREL CIRCLED HEADING

Red Oak and White Oak
from 9" to 23" in diameter of the best quality

Write us when in the Market

Every attention that is required to turn out dependable stock is incorporated in our manufacturing operations. That's why our customers are steadily increasing.

We are prepared to give excellent service to all users of slack cooperage stock who are interested in "Quality" grade.

"They made their way the way they're made"

Slack Cooperage Stock
STAVES—HOOPS—HEADING

Staves from 18 inches to 48 inches

Hoops all Lengths *Heading all Diameters*

MILL SHOALS COOPERAGE COMPANY
Syndicate Trust Bldg. - - - - - ST. LOUIS, MO.

Mention THE NATIONAL COOPERS' JOURNAL when writing to advertisers.

Good Barrel and Keg Demand Continues in Louisville

Food Packers Placing Many Orders. Advance in Cooperage Stock Prices Indicated

Since the first of the year business with the tight cooperage trade in this city has been better than was anticipated. While present production is not heavy, it has, nevertheless, been fair all the season. Barrel demand from food packers has been good, with even a better than normal demand for kegs.

The recent convention here of the National Canners' Association placed local coopers in touch with a good many consumers of packages.

In the slack barrel end of the business things are a trifle quiet just now. The flour mills have reduced their demand on account of wheat prices being off, which has retarded buying. Mills which had been running at capacity for some months are now operating only about half time. Establishment of a large new poultry packing plant in Louisville should improve demand for barrels to some extent. Also indications are favorable for a very large potato acreage this spring, if right planting conditions prevail. Last season there was a short crop with high prices.

Although Louisville has developed into an important refining point, with four refineries operating here, the oil interests are not using as many wooden barrels as they should.

Stock Price Market Unchanged

Prices are reported to have been unchanged over the month, although present indications are that some advances will be made shortly. At this writing red oak oil staves continue at around $40 to $45 for No. 1; with white oak at $50 to $55; mill-run, $60; wine, $90; bourbon, $125; gum, $42; red oak circled heading, 39c; white oak, 40c; wine, 65c; gum, 33c.

The Tight Barrel and Keg Market

Tight barrel and keg prices are quoted as follows:

	Red Oak	White Oak	Spirit	Charred
1.....	$0.63	$0.73	$0.95	$1.10
2.....	.80	.90	1.15	1.30
3.....	.85	.95	1.35	1.50
5.....	1.15	1.25	1.90	2.10
10.....	1.55	1.65	2.25	2.50
15.....	1.75	1.90	2.45	2.70
20.....	2.15	2.30	2.90	3.15
25.....	2.25	2.40	3.20	3.45
30.....	2.35	2.50	3.45	3.70
50.....	3.00	3.25	5.00	5.50

In less than car lots add 10c per package.
In less than lots of 25 add 25c per package.

The Slack Barrel Market

Flour barrels continue to be quoted at around 90 to 95 cents, with two-head produce at from 65 to 75 cents. All slack barrels now marketed by local producers are hand-made, as Louisville consumption is not great, and local producers are not making any real effort for outside business. They are moving along easily, handling such business as they have satisfactorily while planning for the future.

Installs New Steam Box

The Chess & Wymond Co., Louisville, recently installed a new all cypress steam box, manufactured for the company by the W. E. Caldwell Co., tank builders of Louisville. This is believed to be the largest cooperage steam box in the country.

Chess & Wymond Co. Has Barrel Exhibit at Canners' Convention

J. R. Williams, sales manager for the Chess & Wymond Co., cooperage department, had a large display of cooperage at the National Canners' Convention in Louisville the last week of January. The exhibit showed a full line of tight packages, as well as a number of specialties in kegs, such as brass-hooped and brass faucet equipped barrels, such as are used for syrups and on the soda fountains, some being equipped with soda fountain syrup pumps. A flock of company salesmen were in to meet with the canners, including W. R. Abell, of Rochester, N. Y.; Reed Gale, Chicago; P. J. Fleming, Philadelphia, who, with Mr. Williams and C. B. Cunningham, spent a considerable amount of time at the exhibit booth. Mr. Williams also stated that he arranged for exhibits at the Pennsylvania and Atlantic Seaboard hardware convention at Philadelphia, February 16th to 19th.

Report of the Hardware Show appears in this issue of THE JOURNAL on page eight.

Buffalo Coopers Await Opening of Apple-Barrel Season

The flour barrel demand is not as heavy now as it has been due, in part at least, to the natural reaction which has followed the good spurt of the last few months. The wheat market is quite erratic at present and flour buyers are waiting for it to become steadier before renewing their purchases.

One thing that encourages carload buyers of all commodities to buy for present needs and not for future requirements is the better transportation conditions. The situation in this respect has vastly improved. Freight from the Pacific Coast is coming through in two to three weeks, whereas formerly it required at least a month.

Cooperage Stock Market Still Unsettled

The slack cooperage stock market is not as stable as could be desired. There is still quite a variation in the prices quoted. The average prices obtainable as of February 20th are as follows:

5'6" hoops	$16.50 to $17.00
6' hoops	17.50 to 18.00
6'9" hoops	18.50 to 19.00
No. 1, 28½" cottonwood staves	17.00 to 17.50
28½" gum fruit staves	13.00 to 13.50
No. 1, 17⅛" basswood heading	14c to 14½c
Mill-run heading	12c to 12½c

Apple-Barrel Makers Delay Placing Stock Orders

Country coopers are holding up orders for stock until apple season nears. This winter has been an old-fashioned one, with plenty of snow and cold weather, and the apple trees are reported to have come through so far in good shape. Apples are bringing good prices and this is encouraging. From all indications there will be plenty of business for everybody when the apple-barrel season opens.

Alfred M. Little, head of the Niagara Cooperage Co., Lockport, N. Y., is still at St. Petersburg, Fla., were he went several weeks ago. Masonic activities and the Tampa Fair have been claiming his attention recently.

The Quaker City Cooperage Co. reports that while the present flour barrel demand is not quite up to standard they expect an early improvement.

Cooperage Stock Market Continues to Enjoy Healthy Demand. February Good Business Month —C. M. Van Aken

The business of this locality during the past month has been very satisfactory. Prices of staves and heading are firm, with no lower prices in sight. There has been a healthy demand, which has been sufficient to enable those interested in cooperage stock to enjoy a fair volume of business.

Although many of the apple barrel makers are keeping their coopers working during the winter, which necessitates buying some cooperage stock, this early buying has been normal; not enough to effect buying a little later when the apple season opens, but sufficient to keep prices steady.

Lime, cement, sugar and promiscuous barrel users have been placing a fair number of orders, all of which is enough to make the cooperage trade of this section well pleased with the results of February.

The hoop market seems to be rather unsettled. Prices have been abnormally high, but during the last few weeks there has been more or less lowering of these prices. This makes the buyers feel that they want to wait until hoops reach the bottom before they order, and, as a result, hoop orders are being placed only for hoops that are required for immediate consumption. If the month of March should enable the mills to produce a good supply of hoops and the buyers still continue to hold off placing orders, lower prices would probably follow, but there are many conditions which can arise to prevent this and there is a general feeling on the part of the cooperage people in this locality that hoops are a gamble; that the best policy is to buy them as needed and buy as few ahead as possible. Therefore, if the eastern cooperage people were basing their opinion for the month upon coiled hoop sales, they would say that the business was not very good, but because a different condition applies to staves and heading, which has enabled a good volume of business, we can report that the month's business has been very satisfactory. If the rest of the year is as good we will file no complaint.

Foreign Trade Department

The 1926 National Foreign Trade Convention

"This is the period which bids fair to see the restoration of international trade to the volume it held before the outbreak of the World War," declares James A. Farrell, chairman of the National Foreign Trade Council, in his call to the 1926 National Foreign Trade Convention, to be held at Charleston, S. C., April 28, 29, 30, 1926.

"The world did more work last year than it did the year before," Mr. Farrell says, "and its trade grew correspondingly. Expanded production and importation of raw materials by the great industrial nations of both hemispheres indicate further expansion of production and consumption for this year. Every step of this recovery and advance carries with it its own problems, demanding continued study and thoughtful examination."

According to the estimates of the Council, the world's export trade for the current year will exceed $28,000,000,000, thus equalling in volume, accounting for the decreased real value of money, the export trade of $19,322,000,000, done in 1913, the last year before the Great War.

Mr. Farrell also announces the preliminary program of the 1926 National Foreign Trade Convention, which is to be held on the South Atlantic Coast for the first time since these conventions were inaugurated in 1914. The Council has held its annual gatherings twice previously on the North Atlantic, twice on the Pacific, twice on the Gulf and at six cities in the interior.

The program of the Charleston convention lays special emphasis on accelerating American exports. The general and group sessions are planned to promote intensive attention to foreign trade in southern products, and especially to exports originating in the southeast, where foreign trade in recent years has been increasing more rapidly than in any other part of the country. An outstanding example is the foreign trade of Charleston, which has increased from $20,500,000 to $43,500,000 between 1922 and 1925, a growth of 110 per cent. in three years. Charleston and Savannah are also today the two largest shipping points of the world in the key industry of fertilizer products. From Norfolk to Miami, the South Atlantic ports are increasing their business in foreign trade tonnage by more than 20 per cent. per year.

Behind these strides in foreign commerce is the industrialization of the New South, represented in the comparison which showed the surprising total of last year of roughly 17,000,000 active spindles in southern cotton mills beside 16,000,000 in the North, where in 1900 there were only 4,000,000 spindles in the South beside 14,400,000 in the North. Cotton consumption in southern manufacturing has correspondingly increased twenty-fold since the Civil War, from 200,000 bales in 1860 to 4,000,000 bales in 1925, so that today one-quarter of the cotton grown in the South is manufactured virtually in sight of the cotton fields.

The American Manufacturers' Export Association, the National Association of Credit Men, the Export Managers' Club of New York, and national banking, advertising and importing organizations will co-operate with the National Foreign Trade Council in the convention and group sessions will cover all these phases of foreign trade, as well as export problems of the Southeast, education for foreign trade and modern policies in export salesmanship.

Out of 1,500 delegates to the National Foreign Trade Convention last year at Seattle, about 1,075 delegates were presidents and other executives of firms, representing most of the important business houses of 32 States actively engaged in foreign trade. This percentage of business leadership is expected to be fully as great at Charleston, a convention city convenient to the great foreign trading centers of the country and in the midst of the awakening southern area.

The Cooperage Trade of British West Africa

The market for cooperage lumber and other manufactures of wood in British West Africa is fair, considering the location of the colonies, the difficult freight connections, available local supply of timber, and other obstacles to the growth and expansion of the market for wood products in these colonies.

The value of imports in 1924 was $3,368,000, inclusive of cooperage worth $2,499,000, or about 75 per cent of the whole. Cooperage is shipped chiefly from the United Kingdom, but probably a good part of this represents American manufactured material.

Of the cooperage imports into these colonies, Nigeria consumed 90 per cent. or more of the total. Imports of cooperage into Nigeria in 1924 were valued at $2,414,000, of which total $1,498,000 came from the United Kingdom, $383,000 from the United States, $311,000 from the Netherlands, $160,000 from Germany, and $62,000 from other sources. Imports into Nigeria in 1923 were only $1,425,000, importation from all countries increasing in 1924. Imports into Sierra Leone also advanced in 1924 by about 80 per cent., or to a total of $80,000, of which $51,000 represents the value from the United Kingdom and $1,900 that of the United States. Gold Coast imports of cooperage were slightly less in 1924 than in 1923, and in total are small, amounting to $5,200 only in 1924. Figures for 1925 are only partially available, but in the first seven months of 1925 cooperage imports into Nigeria were valued at $2,031,000, and into Gold Coast for the first six months they were $19,000.

Russia Increases Exports of Staves to Bordeaux

CONSUL LUCIEN MEMMINGER, Bordeaux, France

According to statistics obtained from the local custom house, 36,425 metric tons of oak barrel staves were imported into the port of Bordeaux in special commerce during the calendar year 1925, of which 8,848 tons were from the United States and 12,849 tons from Russia. The following table shows the quantities of staves imported in general and special commerce during the period mentioned by countries of origin:

Imports of Oak Staves in General and Special Commerce Calendar Year* 1925

Country of Origin	General Commerce Metric Tons	Special Commerce Metric Tons	Value Francs Special Commerce
Russia	14,176	12,849	17,375,000
Poland	9,044	9,044	1,314,000
United States	8,876	8,848	10,800,000
Jugo-Slavia	5,485	5,485	7,019,000
Belgium	123	123	79,000
Algeria	50	50	93,000
England	20	20	26,000
Cameron	6	6	3,000
Total*	37,780	36,425	36,709,000

* General Commerce includes all merchandise arriving, whether declared for consumption transit, warehouse, trans-shipment, re-exportation or temporary admission.

Special Commerce includes all merchandise sent into consumption, *i. e.*, all merchandise imported free and all which has paid duty on arrival; *plus* all which subsequently to being declared for transit, warehouse, trans-shipment or temporary admission has paid duty and been entered for consumption.

Increase in Imports from Russia

A comparison of the above figures with those furnished with the consulate's report dated November 3, 1925, shows that 1,837 tons of staves were imported from Russia during the three months October-December (14,176 tons-12,339 tons). During the same period 3,046 tons of Russian staves were withdrawn from bonded warehouses. One thousand, five hundred and twenty-nine tons of staves were received from the United States during the same period. The amounts of staves imported from Poland in 1925 were considerable.

Comparison with Years 1923 and 1924

Total importations of oak barrel staves into Bordeaux in the calendar year 1923, in special commerce, amounted to 25,738 tons, valued at 19,705,000 francs, of which 16,877 tons were from the United States and 1,510 tons from Russia. In 1924 the total importations into Bordeaux of oak staves in special commerce decreased to 20,509 tons, of which the United States furnished 14,608 tons and Russia 2,450 tons.

As compared with the two preceding years the total quantity of oak staves imported increased considerably in 1925, due to increased amounts received from Russia and from Poland, but particularly from the former.

Local firms with connections in Russia prior to the war have been able to resume their importations from that source and large quantities from Soviet stocks appear to have been made available. It is also stated locally that the manufacturing of staves in Russia has been resumed on a large scale. It would seem, however, as if the Russians are apparently attempting to dominate the French trade and are making offers at prices under the American quotations. Recent quotations of 36-inch white oak American staves, c. i. f. Bordeaux, were $300 per thousand, which rate has prevailed for some time past.

Seasonal Dullness in Stave Trade

Seasonal dullness prevails in the local stave trade at present. An awakening of demand usually occurs late in February and in March. At that time cooperage factories become more active and proprietors of large estates who manufacture their own barrels set to work in the preparation of barrels for the coming season. While, therefore, the market is at present very quiet, it is believed that there will be a renewal of the demand, requiring the usual supply of staves. At present there are considerable stocks of staves in brokers' warehouses.

1925 Exports of Cooperage Stock

The total value of the cooperage stock exported in 1925 was about $725,000 in excess of the preceding year's figure, the totals for the respective years being $10,519,601 and $9,797,036. Tight stave exports in 1925 were valued at $4,080,834 and tight shook exports at $3,707,192; that is, nearly 75 per cent. of the total represented tight cooperage exports.

Spanish Wine Situation Affects Stave Demand

A report from Barcelona, Spain, states that the demand for tight barrel staves is not up to normal at this time owing to the depression in the wine industry.

1,172,300 Barrels of Rosin Exported in 1925

During the year 1925 the naval stores group represented one-fifth of the total export chemical trade and registered an improvement of 25 per cent. over the preceding year, having attained an aggregate value of $32,119,200. A higher price in rosin characterized the trade of the commodity, which declined in quantities shipped from 1,452,400 barrels in 1924 to 1,172,300 in 1925, while the values rose from $13,754,800 to $18,888,500. The United Kingdom, Brazil, Argentina, Japan and Canada were the leading purchasers, in the order named.

Foreign sales of spirits of turpentine were stimulated somewhat and reached 11,557,200 gallons, valued at $11,346,500, in 1925. Over one-half of the turpentine was taken by the United Kingdom, and Germany, the Netherlands, Belgium and Australia were other important buyers. Not much change was made in the other items of the group.

France Validates Arbitration Clauses in Commercial Contracts

The French Senate recently passed an amendment to the Civil Code already accepted by the Chamber of Deputies, validating arbitral agreements in domestic contracts. Article 631 of the Code of Commerce is amended as follows:

The tribunals of commerce shall take cognizance of—

1. Cases relating to the responsibility of and transactions between brokers, merchants and bankers.

2. Cases arising between associates by reason of their association in commerce.

3. Cases relating to acts of commerce between all persons.

Provided, however, that the parties may, at the moment of contracting, agree to submit to arbiters the cases hereinbefore enumerated when such cases may subsequently arise.

At the time of the passage of the measure it was declared that the French Government, by decree, could supplement the legislation so as to make the rules apply to international contracts. This step has not yet been taken.

Proposed General Advance in French Duties

The French Government has announced its intention of introducing a bill proposing a general increase of 30 per cent. on all present import duties. This advance is to apply equally to the duties now collected from all countries. The measure is understood to have for its purpose to help restore the French balance of trade and increase governmental revenue from the customs.

The bill has not yet been introduced into the French Parliament, although it is expected that it will be presented shortly, the advances to be made effective on adoption.

Canadian Foreign Trade Increasing

The value of Canada's foreign trade during the calendar year 1925 was $2,173,366,143, according to Trade Commissioner Lynn W. Meekins, Ottawa. This represents an increase of $294,609,954 over the 1924 valuation of $1,878,756,189. The 1925 total was made up of exports of domestic products to the value of $1,270,986,854, imports to the value of $890,267,348, and re-exports to the value of $12,111,941. Canada's imports from the United States amounted to $579,746,080, which represented an increase of more than $55,000,000 over the 1924 valuation. Exports to the United States during 1925 were valued at $472,274,816 and represented a gain of nearly $60,000,000 over the like business during 1924.

London Oil Show Postponed

The International Oil Exhibition scheduled for April 21st to May 8th at the Crystal Palace, London, in connection with an International Petroleum Congress, has been postponed until autumn. No definite date has yet been set. The postponement is said to be due to the wishes of prospective exhibitors.

Exporters' Liability Under a C. I. F. Contract

Exporters' liability under a c. i. f. contract for damage to lumber caused through deterioration during the voyage is one frequently discussed when a claim for discoloration has been made.

Although an exporter may claim that his liability ceases when he has furnished proper evidence of shipment, insurance policy and other details, the following opinion of a prominent English lawyer is worthy of consideration by cooperage and cooperage stock manufacturers as well as lumber manufacturers:

Under a c. i. f. contract the risk of the voyage is on the buyer, and he looks either to his underwriters on the policy or to the shipowner under his bill of lading for any claim for damage, subject to the proviso that in shipping the goods the seller has taken all reasonable precaution in seeing that they are shipped in such a condition that they will stand the voyage to the place for which they are intended—that is to say, the goods must not only be outwardly in good condition but must, in fact, be able to stand the voyage to their destination without sustaining damage apart from extraneous reason.

From this statement it appears that, although lumber may apparently be in good condition at time of shipment, it must actually be in a condition to stand the voyage without discoloration except for outside causes, if the exporter is to be free from responsibility. Damage caused through "sea perils," however, can not be collected from the vessel, but constitutes an insurable risk, and exporters should be careful to protect themselves by covering it in their marine policy.

Co-operation in Foreign Sales Solves Problem of Small Exporter

There are a great number of medium-sized and small concerns interested in export trade but restrained by the expense and risks involved from engaging therein.

This difficulty is being overcome in an increasing number of cases through voluntary agreement among a number of firms in allied lines to co-operate in their sales abroad. In recent months several groups of machine-tool makers have come together on such a basis, either with the object of maintaining a common representative abroad, sent out by the group, or of placing their agencies jointly.

Obviously, such export groups must include products that are not directly competitive with each other, and, of course, the scheme is not applicable to all lines. But experience thus far indicates that it possesses many possibilities to commend it to the serious consideration of those interested in export trade who can not maintain independent foreign sales organizations.

Business Greatly Improved

W. R. WRAPE STAVE CO., LITTLE ROCK, ARK.—We find business looking better, and believe 1926 will be a great improvement over 1925.

What Barrel Using Industries Are Doing

Cottonseed Oil Production

Cottonseed crushed in the six months' period, August 1 to January 31, 1926, totaled 3,808,597 tons, compared with 3,248,452 tons in the same period a year ago, and cottonseed on hand at mills January 31st totaled 1,099,371 tons, compared with 900,899 tons a year ago, the Census Bureau today announced.

Crude and refined cottonseed oil manufactured in the six months' period and on hand January 31st were:

Crude-oil production 1,094,651,531 pounds, compared with 972,922,234 pounds a year ago, and on hand 128,967,122 pounds, compared with 122,352,166 a year ago.

Refined oil produced 840,377,637 pounds, compared with 766,328,973, and on hand 294,850,872 pounds, compared with 303,788,806.

Exports of these two cottonseed products during the six months' period were: Crude oil 22,808,271 pounds, compared with 13,778,882; refined oil 16,859,373 pounds, compared with 18,374,635.

Million and a Half Barrels of Apples Consumed Monthly

Gauged by a standard allowance of an apple a day to keep the doctor away, health is making rapid progress in the United States. The present rate of apple consumption in this country is more than 1,500,000 barrels a month.

According to a report made by the Government Bureau of Agricultural Economics, that amount of apples has moved into use from cold storage in the last month. However, there are still available 7,001,000 barrels.

Oil Companies Consolidate

The merger of the Waverly Oil Works Company and the Pittsburgh Oil and Refining Company, operating refining plants in Pittsburgh, Pa., valued at $2,000,000 has been completed. The new organization will continue business under the name of the Waverly Oil Works Company.

Thomas J. Hillyard, president of the Pittsburgh Oil and Refining Company, is president of the consolidated companies.

Predicts One-third Cut in U. S. Oil Production

F. Julius Fohs, vice-president of the Humphreys Oil Corporation, recently predicted a decline of 33 per cent. in petroleum production for 1926 by the twenty-seven major pools of this country which last year produced 400,000,000 barrels of oil, or 52 per cent. of the nation's production.

Godfrey L. Cabot, Inc., Boston, Mass., are erecting a $400,000 carbon black plant at Eliasville, Texas.

Haugen Slack-Filled Package Bill

There is a bill known as the Haugen Slack-Filled Package Bill, H. R. 4,762, that has been before Congress for consideration at previous sessions, which declares an article of food misbranded "if it be in a container made, formed or shaped so as to deceive or mislead the purchaser as to the quantity, quality, size, kind, or origin of the food contained therein."

The bill further provides that an article of food shall be deemed to be misbranded "If in the package form, and irrespective of whether or not the quantity of the contents be plainly and conspicuously marked on the outside of the package in terms of weight, measure, or numerical count, as provided in paragraph 'Third,' the package be less than filled with the food it purports to contain in such a manner as to deceive or mislead purchasers. In construing and applying this provision reasonable variations shall be permitted and also due allowance shall be made for the consequent shrinkage or expansion of the food which results from a natural or other cause beyond reasonable control."

Wooden Barrels for Shipping Thorium Salts and Motion Picture Films

In its Accident Bulletin, the Bureau of Explosives of the American Railway Association recently replied to two queries of interest to barrel manufacturers and users as follows:

Question 264: Having occasion to make shipments of thorium nitrate, the question arises as to whether any special hazards are attached to such thorium salts.

Answer: There is no special hazard in the transportation of thorium salts. Thorium nitrate is similar to other nitrates, but when packed in wooden barrels or boxes it is not subject to certificate, label or placard requirements under the I. C. C. regulations, and when so packed is free from the objections that obtain when nitrates of any character are shipped in jute bags.

Question 267: With regard to shipment of motion picture films which have been scrapped, is it permissable to ship this material in wooden barrels complying with specification No. 11?

Answer: Paragraph 476(a) of the I. C. C. Freight Regulations provides that films which have already been reduced to scrap may be shipped as described in the question. Paragraph 476(b) refers to worn-out exposed motion picture films which have not been reduced to scrap. These can only be packed in lined wooden boxes as per specification No. 17.

The American Zinc Products Company has been organized at Greencastle, Ind., by C. W. Martin, C. H. Stewart, R. P. Stranahan, A. G. Brown and B. F. Cowan.

Purchase Large Hardware Company

The Reading Hardware Company, Reading, Pa., has been purchased by the Public Industries Corporation, of New York, for $3,900,000. There will be no change in the management, but the plant will be enlarged and several departments added.

The Reading company is one of the largest of the kind in the country, manufacturing locks and other builders' hardware. George D. Horst is president of the company, which employs about 1,000 men.

Among the Flour Millers

Dallas Flour Mill, Dallas, Ga., will rebuild mill destroyed by fire.

The new Washburn-Crosby Co. mill at Kansas City, Mo., will be completed about June 1st. Capacity, 6,500 barrels.

McDowell Milling Co., Alexandria, Neb., incorporated with a capital of $25,000.

The Ralston-Purina Co., Buffalo, N. Y., is erecting a $400,000 plant.

A. C. Davis and E. M. Johnson will erect a flour mill at Hickman, Tenn.

Harvest Queen Flour Mill, Plainview, Tex., will rebuild flour mill recently destroyed by fire.

Ponca City Milling Co., Ponca City, Okla., will erect a concrete flour mill of six stories in height.

The Murfreesboro Mill Co., Murfreesboro, Tenn., has incorporated with a capital of $50,000.

Lincoln Milling Co., Crab Orchard, Ky., has incorporated with a capital of $15,000.

Paint, Oil and Varnish

Pratt & Lambert, Inc., Buffalo, N. Y., have completed an addition to their lacquer plant.

Pittsburgh Lacquer and Chemical Co., 1717 Farmers' Bank Bldg., Pittsburgh, Pa., has incorporated with a capital of $50,000 to manufacture lacquers, paints and chemicals. M. H. Bowmen is treasurer.

Eagle Paint and Varnish Co., Cleveland, Ohio, will erect an addition to its plant.

Detroit Paint Manufacturing Co., has completed its new plant at 701 Erskine Street, Detroit, Mich.

The American Varnish Co., 1140 North Branch Street, Chicago, Ill., will begin extensive additions to its plant beginning about July of this year.

The Bethlehem Chemical Co., Wilmington, Del., has purchased the artillery fuse plant in South Wilmington and will convert it into a plant for manufacture of lacquers and paints.

The Calco Chemical Company, Bound Brook, N. J., has purchased the Kerin Manufacturing Company, Marietta, Ohio, and will manufacture the Kerin line of colors at the Bound Brook plant in the future.

Eureka Machine Co. Has New Spray Outfit

The question of proper spraying of the interior of barrels, kegs, etc., is one of great importance to manufacturers and users, and because of the many years which the Eureka Machine Co., Cleveland, Ohio, have devoted to the making of efficient spraying outfits, they are qualified to speak of their new spray in terms of its value to those interested, which they do as follows:

"To get the best results in coating the interior of barrels is to spray in the lining with a Eureka cooperage coating spray. A barrel coated in this manner will have a protective lining that will be absolutely airtight, assuring a safe and sanitary container for food products.

"We are manufacturers of, and have just put on the market a new type of cooperage coating spray which is cheap in price and is the best machine of its kind.

"Coopers, manufacturers of fruit juices, near-beers, wines, vinegars and condiments should make use of modern equipment such as this new type of barrel spray."

The Eureka Machine Co. will be pleased to supply full information covering their new coating spray to all who will write for same. Address the company at 2605 Vega Avenue, Cleveland, Ohio.

The stave mill of W. B. Ward, at East Prairie, Mo., has started operations, employing 60 men.

George W. Morningstar

In the recent death in Columbia, S. C., of George W. Morningstar, the cooperage industry not only lost a valued member, but every section in which Mr. Morningstar was active was bereft of a benefactor and a business friend. Mr. Morningstar had a cooperage plant at Ehrhardt, S. C., the Morningstar Cooperage Co.; one at Barnwell, S. C., the Barnwell Cooperage Co., of which L. E. Morningstar is manager, and was also just to open a new cooperage plant in Colleton County, at the time of his death.

The Crescent Valley Creamery, Cuero, Texas, is erecting a $12,000 plant.

SPECIAL ADVERTISEMENTS WHICH DO GOOD WORK

PLANTS FOR SALE

FOR SALE—Complete equipped factory for making tanks, casks, ice cream tubs, pails and mill work—16,000 square feet floor space. Address "G. C. W.," care of "The National Coopers' Journal," Philadelphia, Pa.

FOR SALE—One stave mill on railroad. Equipped to cut gum and oak staves. Plenty of timber. Address P. O. BOX 212, Selmer, Tenn.

DON'T MISS THIS OPPORTUNITY

ACT NOW

FOR SALE — Complete equipped stave and heading mill, with modern National Moistat Dry-Kiln and cement steaming tunnels. Also well equipped cooperage shop with this plant. A going business. Will sell entire or part interest to proper party with capital. Located in lime and apple country.

MT. TABOR COOPERAGE CO. INC.,

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REBUILT STAVE and HEADING MACHINERY

Two Greenwood heading turners.
One heading sawing machine.
One No. 4 stave cutter.

ROCHESTER BARREL MACHINE WORKS, Manufacturers of "Greenwood" Stave and Heading Machinery, Rochester, N. Y.

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One 24 x 6 Woods No. 450 highspeed double surfacer.

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One 54-inch Berlin No. 287 horizontal hopper feed band resaw.

Handhole
One No. 421 Mereen-Johnson recess and handhole cutter.

Borer
One style "B" root rectangular head 16-spindle vertical borer.

Knife Grinder
One 100-inch Coe style "A" knife grinder.

Selection
Around fourteen hundred machines in stock.

WAYNE MACHINERY COMPANY
Fort Wayne, Indiana

FOR SALE—One used No. 1 Williams Patent Crusher, capacity 1½ to 2 tons per hour. One new No. 2X Williams Patent Crusher, capacity 4 to 5 tons per hour. Both for pulverizing soft and hard wood cuttings, veneer and other materials. Prices and specifications on request. VACUUM OIL COMPANY, Purchasing Department, 61 Broadway, New York, N. Y.

FOR SALE—One Holmes No. 13½ Tight Barrel Heading-up Machine, oil-barrel size, handles packages up to 22" diameter and 36" length of stave. Capacity 50 to 70 barrels per hour. Horsepower, 5. One Oram Standard Levelling Machine, oil-barrel size, with top and bottom cones. Capacity 100 to 140 barrels per hr. Horsepower, 6. Prices and specifications furnished on request.

VACUUM OIL COMPANY, Purchasing Department, 61 Broadway, New York, N. Y.

STOCK FOR SALE

FOR SALE—Finger Lakes Cooperage Flag. Long, top, butt and chair flag. Address RAY A. RUSSELL, R. F. D., No. 3, Savannah, N. Y.

STEEL HOOPS FOR SALE

FOR SALE—100 tons steel hoops. From 1½" to 2¼" wide, No. 8 to No. 14 gauge. Black and galvanized, in 150-lb. coils.

We secured these hoops in a purchase of property from a prominent barrel manufacturer, and this represents the stock on hand. Price 2c. per lb. net, f. o. b. Philadelphia. List and samples on application. CALCOS STEEL & IRON CO., 1330 N. 30th Street, Philadelphia, Pa.

FOR SALE—24" gum cut-offs, bone dry. N. W. CALCUTT CO., Dyersburg, Tenn.

STOCK WANTED

WANTED—24" and 28½" slack staves. Also 15" and 16" heading; softwood preferred. Also 5' and 5'6" hoops. Address "STOCK," care "The National Coopers' Journal," Philadelphia, Pa.

SECOND-HAND BARRELS FOR SALE

FOR SALE—A few carloads of half-size (15 gallons), second-hand, tight herring barrels, with dropped heads, HENRY A. THORNDIKE, P. O. Box 43, Newport, R. I.

POSITION WANTED

WANTED—By experienced man, position as barrel sizer, any kind, all sizes. Reference given. Address "SIZER," care "The National Coopers' Journal," Philadelphia, Pa.

BUSINESS OPPORTUNITIES

WANTED—Agency for selling tight kegs and barrels throughout the New England territory, Hudson Valley and New York district. Can handle carload lots. Service is a live one and done on brokerage basis. Address "BROKERAGE," care "The National Coopers' Journal," Philadelphia, Pa.

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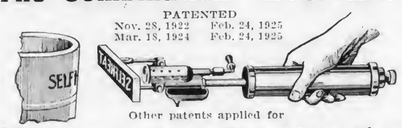

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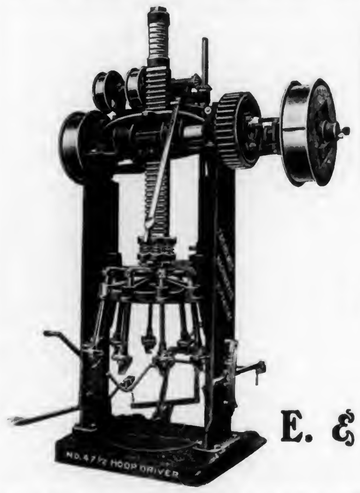

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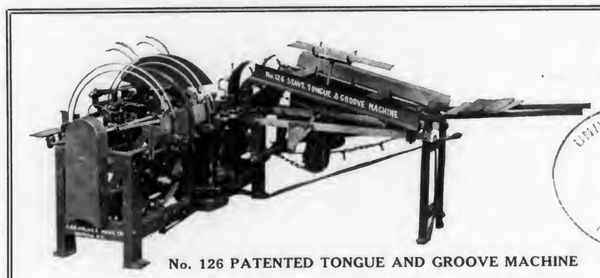

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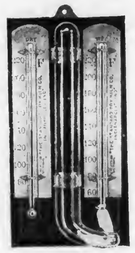

1—The latest rule for kilns drying staves, heading, etc., recognizes that changes in the humidity of the air affect the speed of your drying and also cause your product to change, therefore

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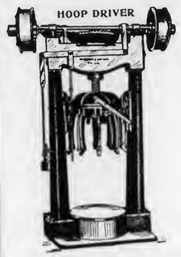

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Orders for Straight or Mixed Cars
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Quality Plus

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SLACK BARRELS

that are distinguished by a marked superiority of manufacture and materials

TIGHT KEGS

that deliver their contents in perfect order and command the confidence of careful shippers.

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The CONVENTION PROGRAM includes the ELECTION of OFFICERS for the coming year, as well as many other matters of interest and value to each and every Cooperage and Cooperage Stock Manufacturer.

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Mark the CONVENTION DATES on your Desk Calendar.
May 3d—4th—5th.

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B-20 Railway Exchange Bldg., Saint Louis

The National Coopers' Journal

FORTY-FIRST YEAR | Philadelphia, April, 1926 | $2.00 PER YEAR VOL. XLI, No. 12

New Orleans Cooperage Demand in Full Swing

Produce Shipping Season Now at Its Height. Syrup and Molasses Barrels Continue to Have Steady Call. Use of Coffee Barrels Increases

For fully a week all field work has been suspended and the gathering and shipping of vegetables stopped by continual rains, but barring such inevitable interruptions the shipping season for vegetables is now at its height. Still the vegetable packing and shipping establishments about the French market and on Poydras Street do not show any unusual activity, and there is no special rush of work in any of the cooper shops in the city. In fact, there is but little evidence here of the enormous increase in truck farming and truck shipping during recent years. But there is no necessity of getting exercised over this, for the reason that the shipping business is no longer concentrated at a few points in the city. It is carried on at dozens of country stations. The produce business is now so large that it is no longer centralized. The coopers have followed the lead of their customers, and now have branch shops making barrels wherever they are required.

The Southern Cooperage Co. is the only one of the larger cooperage concerns here that has not established branches. Two good openings for branch shops were offered the Southern people this season, but they declined to consider them, preferring to concentrate on their one shop, which is certainly large enough to keep them busy. Their shop is going all the time, but they do not seem to be buying much stock just now. It appears to be their practice to avail themselves of the periodical fluctuations of the market, and when prices are low, place some good orders for later delivery. They are using up some of this contract stock now, and are ready to consider future contracts.

Strongly Advocates Standardized Cooperage Stock Prices

These gentlemen strongly advocate a standardization of prices, and can not understand why there is not a regular market price for cooperage stock, just as there is for nearly everything else. Why does every mill quote a different price? We sometimes see market prices on cooperage stock published, but no one here seems to regard them as standard.

Good Business Reported in Syrup and Molasses Barrels

A good many syrup and molasses barrels are now being used in this vicinity, and the big refineries are also using many sugar barrels. This business, though large, is uncertain, for they now and then change to other packages, as the needs of their trade may indicate. Fortunately, the coopers are no longer dependent on a single line of trade and the sugar barrel is now only one of their many resources.

Demand for Coffee Barrels Increasing

The demand for small slack barrels for roasted coffee is limited, but steady, and is growing. Trade in oyster barrels is pretty good, and there is some demand for potato barrels.

Truck-Growers to Manufacture Staves

In the charter of the Triangle Farms, Inc., a big combine of truck-growing interests, domiciled at Donaldsonville, La., there is a clause declaring that one part of their business is to manufacture staves and establish stave yards. The plans for their new mill will be announced later.

So far the anticipated big orders for asphalt barrels have not been forthcoming. They probably will be soon, however, for asphalt is now being shipped in tin barrels, and as tin is an assured failure as a container of asphalt, the shippers will soon learn their lesson—like the good men they are—will quietly pocket their losses, say no more about them, and buy barrels.

Opens New Cooper Shop But Is a Veteran in the Trade

Henry Elichalt has opened a new cooper shop at 1038 Tchoupitoulas Street. Mr. Elichalt when a boy began working for the John G. Moll Cooperage Co., and simply grew up with the business.

Competition is sometimes a little sharp among the shops here, but it is pleasing to note that the new shop seems to be making a good start, and that the older coopers are unanimous in wishing Henry good luck. The large shops, especially machine shops like those of Lucas E. Moore, Louisiana Manufacturing and Cooperage Co. and the Brooklyn, will accept orders of any size, but they are usually perfectly willing for the smaller shops to take the smaller orders, leaving them free to specialize on the larger ones. More than that, they are usually ready to supply the smaller shops with stock at prices about as good as the mills could make delivered.

To ask a cooper here how long he has been in the business is about equivalent to asking him how old he is. There is probably not a new man, whether laborer or proprietor, in the cooperage business in this town today. Mr. Elichalt, though a young man and operating the newest shop in town, is a veteran in the cooperage business. The older men inherited their trade or their business from their fathers. Messrs. Beck, Long and Burbank are the sons of boss coopers, Adam Cooper has been with the Southern Cooperage Co. for twenty years, and all the other coopers have similar records.

A New Barrel-Using Industry in the Making

Small lots of cooperage are occasionally exported to China. These are to be used as containers for tung oil. This oil is extracted from a species of nut, and is used in mixing paints.

When the National Paint, Oil and Varnish Association met recently in New Orleans, it seriously considered the matter of raising tung trees in Louisiana. Heretofore, the tung oil industry has been only in the experimental stages here, but now three large farms, as a starter, are to be given over to the cultivation of tung trees, so, in time, we will have another barrel-using industry.

The paint industry here already use a good many barrels, mostly slack, as containers for various mineral substances mined in this State and used as ingredients for paints.

Louisiana Still Going Forward in Forest Conservation

Louisiana has taken another long step forward in the matter of forest conservation. A new tract of 800,000 acres has just been included in the protected area. This great area centers in Ouachita, Jackson, Winn, LaSalle and Caldwell Parishes. The forest reserve is to be managed and protected under the co-operative plan. The land companies are to contribute one-half of the salary of one man for every 20,000 acres of land, while the State does the rest. These men constitute a fire patrol, and work directly under the State district rangers and Parish wardens.

The State now maintains an aerial tower at Olla, La., and additional towers will be erected at points where they are needed. The fire protective system has at present but twenty miles of telephone line for the entire 800,000 acres, but these lines will be rapidly extended to reach all parts of the reservation.

With this system of protection the trees should flourish and the forests should be producing large amounts of stave timber by the time those tung oil farms need the barrels. This is looking out for the future.

The great foe to forest conservation is fire, though just at this time it is pretty hard for

some of our friends at their country mills to realize it. Everything is so wet it is often hard to keep fires in their mill furnaces.

New Orleans Export Cooperage Trade Gradually Becoming Normal

Export shipments of slack stock for Tampico, Mexico, are regular items of the port news here. The general export business, however, is very quiet, though it is gradually working back to normal proportions. Long pages of statistics on cooperage exports are rather mystifying, but the substance of the records is that cooperage stock exports for 1925 show the following increases over those of the year 1924:

Tight staves, increase .....4,775,047 pcs.
Slack staves, increase .....5,530,487 pcs.
Heading, increase ..... 572,090 sets
Tight shooks 89,435

The records show that there has been a small decrease in the exportation of slack barrel shooks. This falling off has been in Cuba, where the market fluctuates.

Express Companies Propose Storage Charges on Unclaimed Shipments

Owing to the increasing amount of refused and unclaimed goods left on their hands, the express companies propose to institute a system of rules and charges for storage, whenever a shipment tendered for delivery is refused by the consignee.

As a first step in this direction, the American Railway Express and the Southeastern express companies have issued a docket outlining the proposed plan, which they intend filing with the Interstate Commerce Commission and incorporating in the Express Classification.

Briefly, the plan requires that shipments destined to all points in the United States where the express companies maintain delivery service be subject to the proposed rules and charges. Three days' "free time" will be allowed, after which the storage charge will be ten cents for the first day, five cents for each of the next eight days with a maximum of fifty cents per month for shipments weighing 100 pounds or less.

After the first month, a flat charge of fifty cents per month or any fraction thereof will be assessed on shipments of this weight, which an express company is forced to store after having made a proper tender of delivery. On shipments over 100 pounds, the rates will be proportionately higher.

Under the rules, however, it is required that consignees be given notice in writing or otherwise, copy of which the carrier retains. The charges will not be assessed if the express agent has failed to give or send such notice, and shipments addressed or consigned to persons beyond the established free delivery limits will also be exempt.

It is expected by the express companies that the new system will become effective on or about May 1st.

H. A. Butner, Raymond, Ark., is contemplating the establishing of a heading mill.

System to Regulate Freight Shipments Into Florida

Solution of the transportation situation in Florida is expected to come from a unique plan for handling freight shipments—novel in railroad annals—that has just been devised and placed in effect in that State by the car service division of the American Railway Association in co-operation with the individual railroads and the Florida division of the Southeast Shipper's Regional Advisory Board, composed of shippers and receivers of freight.

Under the plan, the number of cars moving into Florida will be governed by a permit system based on the ability of receivers of freight to handle shipments without difficulty in view of the fact that the transportation problem in Florida during the last year has largely been a receivers' problem. This plan reverses the one usually followed by the various Shippers' Regional Advisory Boards organized throughout the country, by which shippers estimate their car and transportation requirements for a subsequent period.

While the tremendous increase in business in Florida during the last few years was anticipated to some extent by the railroads entering that State, it has been impossible for any one to visualize with any degree of accuracy the extent and rapidity with which the volume of freight would increase. The rail lines serving Florida are spending millions of dollars in adding to and expanding their facilities for handling this Florida traffic.

Railroads in Competition to Reach Gulf Through Florida

A report received from Pensacola, Florida, under recent date, says:

"What appears to be the first move for the building to the Gulf Coast via Marianna of some unnamed trunk line is seen in the purchase by interests said to be identified with the du Pont Company, of Delaware, of the Marianna and Blountstown Railroad, a line extending from this point, the county seat of Jackson County, to Blountstown, the county seat of Calhoun County.

"The length of this line is less than 30 miles, but there are extensions seen in the transaction, since it has been an open secret for some time that there were several railroads of note reaching out for gulf outlets. Notable among these is the Frisco, which recently obtained approval of the Interstate Commerce Commission to the purchase of a short line out of Pensacola.

"It is understood the Seaboard Air Line is looking to reach the gulf through a Franklin County port, proceeding from River Junction over Apalachicola Northern to Carrabelle, Apalachicola and other points.

"It is reported that the Central of Georgia is reaching out to some point on the gulf, probably attaining an objective in Bay County, where there are such excellent harbors as Panama City and St. Andrews.

"Now it seems that another big line is aiming for the gulf over the Marianna and Blountstown line, and there are those who believe that eventually the East Coast Line of Florida may be behind the movement.

"Lines that now possess gulf terminals are preparing to handle the heaviest business ever known. At Pensacola the Louisville & Nashville Railroad has deepened all approaches to the loading docks, and a contract for the removal of 500,000 cubic yards of 'bottom' was carried out.

"Some line, possibly the Central of Georgia, sees an outlet on Town Point, directly across the bay from Pensacola, in Santa Rosa County. Surveyors have been in the woods for weeks, but they do not talk much about who their employers are. This point would be reached by building down through Andalusia, Ala., through Milton, Bagdad and other places, where millions of feet of timber and lumber are being manufactured."

I. C. C. Seeks Suggestions from Shippers and Manufacturers

The Bureau of Service of the Interstate Commerce Commission has addressed to shippers and manufacturers an inquiry as to whether its plans of furnishing copies of proposed changes in rules to carriers, associations of shippers and manufacturers, and trade publications is satisfactory. The Commission has not mailed this information direct to shippers heretofore except on request, and it now asks for suggestions from the shippers as to bettering the present service if it is not satisfactory.

New Stave Mill at Georgetown, Ark.

It is reported that certain manufacturing interests of Nettleton, Ark., are contemplating installing a large stave factory and mill at Georgetown, about 10 miles south of Kensett, Ark., on the M. & N. A. Railroad. They are reported to have an option on about 14,000 acres of timber along White River that they intend to work up at the Georgetown mills.

Barrel Manufacturers Preparing for Potato Season

A report from Springfield, Ga., states that the barrel factories are beginning to make preparations to care for the early potato crop. C. A. Jerald is already getting out material and the Boyles Brothers will turn out their usual number this year. The scarcity of seed will probably cut the potato crop short, but if seed can be obtained the acreage this year will probably be larger than it was last year.

Potato Growers Will Use Many Barrels—Crop Outlook Favorable

FRED T. MEARS, ONANCOCK, VA.—The outlook for cooperage in the slack line looks very favorable. The acreage of potatoes will be about the same as last year and if we have a favorable season there will be a good many potato barrels used. This will mean considerable more buying of cooperage and cooperage stock.

National Committee on Wood Utilization to Meet

Will Work Out Definite Plans for Greater Wood Utilization and Improved Production and Distribution Practice

The National Committee on Wood Utilization will meet in Washington, D. C., April 28th. The purpose of the meeting is to work out a definite program and to establish subcommittees to handle the various projects.

In announcing the meeting, Secretary Herbert Hoover, chairman of the committee, outlined the organization and purpose of the committee as follows:

"The National Committee on Wood Utilization is an official committee organized in the Department of Commerce by direction of President Coolidge. Its purpose is broadly to work for a closer wood utilization and better manufacturing and distribution practice.

"The committee is composed of producers, distributors and consumers of wood and wood products. It works in close co-operation with official and private organizations interested in the same problems.

Cheapness of Timber Has Hindered Utilization

"Our timber resources have until recent years been considered sufficient to cover our needs, and little attention has been paid to regeneration of our timber resources. Timber was plentiful and cheap, and labor usually represented the greater part of the cost of production. Under these circumstances it is evident that a saving in raw material would be of secondary importance to the improvement of our production methods and consuming practices along labor-saving lines.

"Our forest industries do not occupy a singular position in this regard—almost any industry has passed through the same development under similar conditions and a change in this policy can only be made when the raw material increases in values because of dwindling supplies or greater usefulness.

Forest Products Industry Has Come to the Turning Point

"The war brought about this change, and the post-war steady increasing growth of our wood-consuming and construction industries in connection with the diminishing supplies of cheap virgin timber make it necessary to develop every possible improvement in our methods of manufacturing, distribution and consumption. This has the double purpose of better utilization of our raw material and of encouraging the regeneration of our forest resources.

"Unfortunately for many reasons certain forest industries have not generally yielded an adequate return on the investment. Under those circumstances capital has not freely been attracted to the investment in reforestation projects.

"It is, therefore, the committee's purpose to assist in finding facts and developing means whereby such investment would be profitable, thereby safeguarding a permanent supply of timber, which is a raw material of prime importance to the nation's welfare.

"It is generally recognized that taking the country as a whole our forest industries at present hardly utilize more than from 25 to 35 per cent. of the standing tree. This percentage of utilization can in most cases be materially increased both by improved manufacturing and distributing methods, and perhaps most of all by inducing certain consumers to change their present wasteful specification and wood-using practices. In order to prove the profitableness of close utilization in the manufacturing of wood products it will unquestionably be necessary to stimulate a demand for a greater variety of wood products.

Extensive Field for Better Utilization in Manufacturing Industries

"In the manufacturing industry an extensive field will be found for better utilization. Reduced saw kerf, prevention of stain, more efficient logging methods and utilization of small logs, possibility of using a greater variety of species for pulp manufacture, chemical utilization, etc., all these will result as the National Committee develops its program.

"Wood preservation is one of the important phases of the program. By treatment the products of one tree serve the purpose of two. This is good conservation practice and the consumer will receive better value for his money. In short the purpose of the committee is to make reforestation commercially feasible by encouraging a closer utilization of saw-mill products by increasing the useful output from each tree cut and by eliminating wasteful practices in the manufacture, distribution and consumption of wood and wood products.

"Use creates value and increased usefulness of wood must be the urge behind our future reforestation program."

Program Includes Woods Utilization in Cooperage Field

The program of the Washington meeting includes discussion of every phase of Forest Products utilization and manufacture, and a special sub-committee to cover the cooperage field and other wooden packages.

The cooperage industry is well an ably represented on the National Committee on Wood Utilization by Walker L. Wellford, president, Chickasaw Wood Products Company, Memphis, Tenn.

Kennedy Stave Co. Begin Operations

The Kennedy Stave Co., Hamilton, Ala., have placed their stave plant in operation. This company recently acquired several desirable timber tracts.

J. M. Fitzpatrick and associates have purchased the interests held by B. F. Johnson and his sons in the Carlton Cooperage Co., Carlton, Oregon.

President Coolidge Proclaims American Forest Week

President Coolidge has designated April 18th-24th, inclusive, as the 1926 American Forest Week, according to an official proclamation made public by the United States Department of Agriculture, which has supervision over the national forests.

The President, in his annual forestry proclamation, while giving full weight to the evils resulting from impoverished forests and idle land, laid stress upon the increased attention being given to scientific forestry in industrial practice and land usage.

"Too long have we as a nation consumed our forest wealth, without adequate provision for its wise utilization and renewal," says President Coolidge. "But a gratifying change is taking place in the attitude of our industries, our land-owners, and the American people toward our forests."

An international aspect to this year's American Forest Week is furnished by the President's reference to the action of the Canadian Government, which likewise issued a proclamation designating Canada's annual forest week for April 18th-24th, thus unifying the efforts of the two countries.

Forest Products Home-Study Courses Prove Successful

That the home-study courses in lumber prepared by the Extension Division of the University of Wisconsin, Madison, Wis., have proved popular is indicated by the fact that to date 551 students have enrolled for the course on kiln drying of lumber, and 98 for the course on properties and uses of wood, the latter having been started only a little over a year ago.

The instruction incorporated in these courses is of great value to all wood-using industries, inasmuch as a home-study course is flexible and can readily be adapted to individual needs as well as to special applications.

While the work is organized and offered by the University of Wisconsin Extension Division primarily for the service of citizens of that State, the courses are also available to those not legal residents of Wisconsin for the nominal extra fee of $2 per course. Students not only from all over this country, but even from foreign countries have enrolled.

The study course on kiln drying has been revised and enlarged in accordance with the latest developments along the lines of seasoning lumber. The texts used in connection with this course as also in connection with other courses, are printed on good paper, fully illustrated and form a handy reference set.

Organize New Cooperage Co.

The East Prairie Cooperage Co., East Prairie, Mo., has been formed by O. T. Steudle, M. Smith and J. P. Gibbons, of St. Louis, C. V. Phillip, of Caruthersville, Mo., and L. C. Baxter, of Lima, Ohio. The plant will manufacture slack barrel staves under the management of Mr. Phillips and Mr. Baxter.

Louisville Cooperage Trade Anticipates Heavy Volume of Orders

General conditions in the cooperage trade in this district are looking better, and indications are that the improved business will continue over the next few months. The present demand for the products of barrel-consuming industries seem to point to a large consumption during the months to come at profitable prices. Producers of food products are operating freely, while the paint, oil and varnish trades are keeping their plants operating at a good rate. This will bring a good run of orders to the Louisville cooperage manufacturers and if the price situation will only be taken into hand and settled, the cooperage trade will be able to place the figures on the right side of the ledger for 1926.

Unreasonably Low Prices Will Offset Prosperous Business Conditions

The question that is facing the cooperage producers here is the effect the present unreasonably low prices for tight barrels and kegs will have on their trade generally. Some of the producers became unduly excited recently and in an effort to force immediate demand reduced prices for tight barrel kegs to what is termed an unreasonably low figure by many in the trade. There is really no excuse for this reduction in prices, according to one Louisville cooperage manufacturer. There is only a limited quantity of tight barrel stock being offered, due to production conditions in the woods, and the only effect the quoting of extremely low prices can have is to off-set the prosperous business conditions that otherwise would prevail, without increasing the use of tight barrels and kegs at all.

The low-price situation appears to apply to immediate shipment orders only, as prices remain unchanged for contract business or future shipment orders. Following are the average prices in effect for tight barrels and kegs, as of March 20th:

	Red Oak—Contract	Red Oak—Spot	White Oak—Contract	White Oak—Spot
1 Gal.	$ .63	$ .55	$ .73	$ .60
2 Gal.	.80	.65	.90	.70
3 Gal.	.85	.80	.95	.85
5 Gal.	1.15	1.00	1.25	1.10
10 Gal.	1.55	1.43	1.65	1.53
15 Gal.	1.75	1.60	1.90	1.70
20 Gal.	2.15	1.80	2.30	1.90
25 Gal.	2.25	2.15	2.40	2.30
30 Gal.	2.35	2.25	2.50	2.40
50 6Hp.	3.00	2.90	3.25	3.10
50 8Hp.	3.20	3.10	3.40	3.25

	Spirit—Contract	Spirit—Spot	Charred—Contract	Charred—Spot
1 Gal.	$ .95	$ .85	$1.10	$1.00
2 Gal.	1.15	1.00	1.30	1.15
3 Gal.	1.35	1.20	1.50	1.35
5 Gal.	1.90	1.75	2.10	2.00
10 Gal.	2.25	2.10	2.50	2.35
15 Gal.	2.45	2.30	2.70	2.55
20 Gal.	2.90	2.70	3.15	2.95
25 Gal.	3.20	3.10	3.45	3.35
30 Gal.	3.45	3.30	3.70	3.55
50 6Hp.	....	....	....	....
50 8Hp.	5.05	4.90	5.55	5.40

In less than carlot prices are ten cents per package higher, and in less than lots of 25, the price is 25 cents per package higher.

Gum Tight Stock Scarce and High in Price. No Offerings of Spirit or Bourbon Stock

The conditions in the stock-producing sections are reflected in the tight cooperage stock market here. Gum tight barrel stock is extremely scarce with prices very firm, while there are no offerings whatever of spirit or bourbon stock. Red oak oil staves are being offered at $55 a thousand, and white oak at $65 a thousand, with a reported quotation of $70 a thousand for June delivery. Prices for white oak staves, mill run, containing from 30 per cent. to 40 per cent. wine, are reported as high as $75 a thousand. Red oak heading, circled, is quoted at 41½c a set; white oak, 43c a set; gum heading 37c to 38c a set. All these prices are f. o. b. mill points.

Chess & Wymond Company Running to 60 Per Cent. of Capacity

The Chess & Wymond Company's plant is operating six days a week and running to about 60 per cent. of its capacity. This company recently motorized their entire plant and are now in position to turn out tight barrels and kegs from 1 to 60 gallons at the rate of 500 an hour, or 5,000 a day. In addition, they have started cutting some keg stock in southern Kentucky in the vicinity of Scottsville.

Apple Crop Promises Well for Buffalo Coopers

Slack barrel coopers of Buffalo and vicinity are keeping their eyes on apple-growing conditions this year. They are very optimistic in this regard and expect a good apple crop this season. The outlook is good as the winter was not cold enough to freeze the buds, and at the same time there has been no warm weather to start them budding prematurely. The prices of apples have been fairly satisfactory lately, and since it is found that the McIntosh, listed as a late fall apple, can be kept in cold storage until April, the western box apple is bound to suffer. The McIntosh is a fine-appearing apple and has a taste that no western apple can approach. The greater growing and storage of McIntosh apples should mean considerably more profitable business for the cooper.

More apples are in storage at this time in New York State than was the case a year ago. A representative of a certain cooperage company who recently visited the district found that fairly good quality apples were disposed of at storage plants for very reasonable prices.

Apple-Barrel Coopers Are Holding Their Buying Orders for the Future

A number of the country coopers are making up apple barrels in advance of the season, but mostly from stock that was left over from last fall. They are not placing many orders for stock right now, but the condition of the apple crop will, no doubt, put many orders on the market very soon.

The average prices for slack cooperage stock as of March 20th are as follows:

5'6" hoops	$16.25@$16.75
6' hoops	17.25@ 17.75
6'9" hoops	18.25@ 18.75
No. 1, 28½" cottonwood staves	17.00@ 17.50
28½" gum fruit staves	12.75@ 13.00
No. 1, 17⅛" basswood heading	14c@14½c
Mill-run hardwood heading	11c@11½c

Reduced Export Flour Orders Effect Demand for Cooperage

The flour barrel demand has been somewhat less active lately, with millers stating that less flour and more grain is now being exported. The wheat market has shown a rising tendency of late and the foreign buyers of flour have been withholding their orders.

Large Apple Warehouse Destroyed by Fire

A warehouse at Carlton Station, seven miles from Albion, N. Y., was burned on March 6th, with loss estimated at $30,000. Five thousand barrels of apples owned by farmers in the neighborhood and a quantity of other fruit were destroyed. An overheated stove is believed to have been the cause. The warehouse was owned by the Citizens' National Bank of Albion, having been recently deeded over by Albert F. Scharping.

Two Well-Known Coopers Pass to the Great Beyond

Two members of the barrel industry, John F. Rose and Stephen H. Edwards, both of whom were well known in the Buffalo trade, passed away recently.

John Frederick Rose, who was in the cooperage business at South Byron, N. Y., for many years, died on March 4th after several months' illness. He was born in Cooperstown, N. Y., in 1852, and had lived in South Byron for 50 years.

In addition to his many other activities, Mr. Rose was much interested in gardening and fruit growing, his pears taking first prize year after year at the Genesee County Fair. He is survived by his wife.

Stephen H. Edwards, a barrel manufacturer of Colborne, Ont., died recently, aged 81 years. He was one of the oldest residents of the town and had a large acquaintance among apple growers.

Notes of the Trade

The International Cooperage Company is contemplating the remodeling of its plant at Tillsonburg, Ont.

Alfred M. Little, head of the Niagara Cooperage Co., Lockport, N. Y., has returned from a nine weeks' vacation in Florida.

Jackson & Tindle are giving more attention to their cooperage department now than for some time past. George W. Little is in charge of this branch of the business.

The Quaker City Cooperage Co. reports a fair trade in flour barrels, but activity is not as great as last month.

Inland Seaports Would Solve Many National Problems

A vision of ocean liners and freighters landing their cargoes at ports along the Mississippi River and the Great Lakes without previous handling at intermediate points was presented to the House River and Harbor Committee at Washington, recently, by Secretary Hoover.

In outlining a national development of inland waterways which would afford interior cities the same shipping facilities as New York City, Boston and Philadelphia, the Secretary of Commerce virtually scrapped the old method of piecemeal improvement of water routes and laid down a new basis for construction of a definitely co-ordinated transportation system traversing the heart of the nation.

The proposed system would consist of the Mississippi River and other rivers between the Allegheny and Rocky Mountains, with an east-to-west lateral extending from Pittsburgh to Cairo and thence to St. Louis. The north-and-south route would be projected from New Orleans to Chicago and the Great Lakes and would extend more than 10,000 miles.

The other system would go from the Great Lakes to the sea either by way of the proposed St. Lawrence Canal or by a channel to be constructed through New York State, so as to connect with the Hudson River and the port of New York. Surveys will decide as to the feasibility of the latter plan.

Mr. Hoover pointed out that such a program would offer a solution for several great national problems. He said the proposed system would aid the farmer by providing vastly cheaper market hauls for his products, tend to lower the cost of living for the urban population and afford a stimulus to mid-western industry that could not be appraised in dollars and cents.

Predicting a population growth of 40,000,000 in the next 25 years, with greater demand upon shipping facilities, Mr. Hoover said he did not agree with those who felt a national waterway system of this scope would damage the railroads. He pointed out that the railroads, because of growing trade demands, had been able to withstand the competition of the auto truck, and prophesied that they would benefit rather than suffer from intensive development of inland waterways.

"I consider that we should visualize our interior drainage as offering to us two great inland waterways transportation systems, the Mississippi system and the Great Lakes system," explained Mr. Hoover.

"In this vision we would find that the rivers between the Alleghenies and the Rocky Mountains lie topographically in such a fashion that we could project a system of main trunk lines and laterals of 9,000 miles in the consolidated Mississippi system. It would comprise a main east-west trunk waterway from Pittsburgh through Cairo to St. Louis and to Kansas City, a distance of 1,600 miles, and at the same time we could project a great north-south trunk waterway from New Orleans to Chicago, connecting at that point with the Great Lakes system."

Thus trans-Atlantic liners and freight ships, entering the inland system either at New Orleans or the mouth of the Great Lakes-to-the-sea route, would steam straight to their interior destination without discharging and reloading at coast ports.

"Both these trade routes," continued Secretary Hoover, "traverse the heart of the nation. By the systematic improvement of the upper Mississippi we could bring St. Paul and Minneapolis into the system; by improvement of the upper Missouri we could ultimately bring Omaha and South Dakota points into the system; by improvement of the Tennessee we could bring in Chattanooga and Nashville; through the Arkansas we could bring in Little Rock; by improvement of the coastal canal we could embrace Galveston and Houston—and so on with the other laterals.

"This would comprise a real transportation system with 3,000 miles of trunk line waterway and 6,000 miles of laterals. We have been engaged for half a century in work upon parts of this system, gradually deepening and improving parts of it to permit of modern craft."

The Mississippi system is two-thirds completed, Mr. Hoover told the committee, and could be finished in five years at a cost of $100,000,000. The sea connection for the Great Lakes must be planned and built so as to afford passage for large draft ships before the Hoover program would become effective. It would also require considerable extension of port facilities at cities on the Great Lakes and the inland rivers.

SECRETARY HIRT'S CALL TO THE TRADE

To Association Members and the Cooperage Trade Generally:

The Eleventh Annual Convention of The Associated Cooperage Industries of America will be held at the Jefferson Hotel, St. Louis, Mo., May 3d, 4th and 5th.

Whether you are an Association member or not, we extend to you a cordial invitation to attend this convention.

Extensive preparations for one of the most valuable and most important conventions ever held by our Association have been made, and every member of the entire cooperage industry who has the future good of his own business and of his industry at heart should come to St. Louis and take an active interest in the matters that will be acted upon at the sessions of the convention.

It is only by close co-operation, with all units of the cooperage trade working together as a complete whole, that success can be attained in the solution of our common problems.

One of these problems is the compilation of reliable statistics, and this question is on the program for thorough discussion and action at the coming Eleventh Annual Convention.

We have already established a Statistical Service for the manufacturers of tight cooperage and cooperage stock, and the enthusiasm and spirit of co-operation with which it has been received is encouraging, and demonstrates the value such a service would be covering the entire trade.

Matters concerning proposed changes in the Grade Rules and Specifications will also receive considerable attention at the annual convention, and the counsel and experience of everyone in the trade will be welcomed on this very important subject.

So, FRAME THE DATES IN YOUR MIND—May 3d, 4th and 5th—and do not permit anything to interfere with your attendance at the Eleventh Annual Convention of your Association. Come prepared to give of your best that your industry may flourish and prosper.

The Entertainment Committee will see to it that you will have a most enjoyable time in the good old St. Louis fashion.

Cordially yours,
C. H. HIRT.
Secretary-Manager.

New Owners of Southeastern Railroad Line May Extend Right of Way

A syndicate of New York bankers, headed by Freeman & Company, have acquired control of the Georgia, Florida and Alabama Railway Company.

In view of the road's favorable trunk line connections, application is expected to be made to the Interstate Commerce Commission shortly for approval of extensions for the road which will give it the shortest line, with its connections, from the western coast of Florida to northern and central States territory. No public offering or other new financing is contemplated.

The railroad, which has no bonded debt, operates about 20 miles of track in Georgia and Florida, and holds a strategic position in developments of the west coast of Florida. Its southern terminal is at Carrabelle, Fla., and it connects with the Seaboard Air Line at Tallahassee, where a large interchange of Florida freight occurs. Other interchanges are effected with the Central of Georgia Railway and the Atlantic Coast Line at several points in Georgia. The road's northern terminal is at Richland, Ga.

The stave mill of the Colleton Mercantile and Manufacturing Company at Ritter, S. C., was recently destroyed by fire. A high wind was blowing at the time and the plant, together with all machinery was destroyed.

THE NATIONAL COOPERS' JOURNAL
DEVOTED TO THE COOPERAGE INDUSTRY

ESTABLISHED 1885

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J. A. MURPHY
BUSINESS MANAGER

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CORRESPONDENCE

The columns of The National Coopers' Journal are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

PUBLISHER'S STATEMENT

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(Signed) M. E. DOANE, Manager.

Sworn to and subscribed before me this 17th day of March, 1926.

(Seal) JAY R. GRIER, Notary Public.
(My commission expires January 1, 1927.)

Come to Saint Louis May 3d-4th-5th

THE call has been made for the Eleventh Annual Convention of The Associated Cooperage Industries of America, which will be held at the Jefferson Hotel, St. Louis, May 3d, 4th and 5th, and THE JOURNAL's earnest wish is that when the convention opens May 3d not only will every Association member have signed the attendance roster, but that the convention auditorium of the Jefferson Hotel, at every session, be crowded with cooperage and cooperage stock manufacturers who, though not Association members as yet, have, nevertheless, come to the convention prepared to give their trade's Association the benefit of their knowledge and experience in the discussion of the many momentous subjects on the program.

The word Association may be termed to mean an organization of individuals with the purpose of advancing the best interests of their particular business, and it is with this purpose in mind that we should attend the Eleventh Annual Convention in St. Louis. There are too many weighty problems before our industry today for us to look upon Association attendance lightly. We should consider our attendance at all Association meetings, and in particular the coming Eleventh Annual, as a matter of vast import. Whether we are members of the Association or not, we should all feel a certain obligation to attend the conventions, and be an integral part of the activities at the sessions.

There is no need for any member of the industry to keep in the background in the belief that his views or opinions are not desired. It is the practical ideas that are stored in the minds of the trade generally that the Association is looking for and will welcome.

The business problems that confront us individually day by day are the same problems that face our industry, and, as Secretary Hirt states in his call to the convention, it is only by close co-operation, with all units of the cooperage trade working as a complete whole, that success can be attained in the solution of these common problems.

So, arrange to be on hand in St. Louis when the convention opens the morning of May 3d, and come prepared to give of your best that the Eleventh Annual may prove to be the most successful and most profitable convention that has ever been held by the cooperage industry.

The start has been made— Let us continue and extend the good work

NO more welcome news has ever been received by THE JOURNAL than that sent us by Secretary Hirt, of The Associated Cooperage Industries of America, to the effect that "we have established a Statistical Service for the manufacturers of tight cooperage and cooperage stock, and the enthusiasm with which it has been received is encouraging, and demonstrates the value such a service would be covering the entire cooperage trade."

We have no hesitancy whatever in pronouncing this move one of the most progressive steps that the cooperage industry has ever taken, and if when the discussion of statistics is taken up at the coming convention in St. Louis, the decision reached is to extend this service to each group of the Association the way will be open for a new and greater trade improvement and business advancement than the cooperage industry has so far known.

The very fact that so many industrial organizations and associations today are making use of statistics with success, as well as the fact that the supplying of statistical information of every character is the main purpose of a certain large and extensive business institution, is proof positive of the value of statistics to the entire industrial, manufacturing and commercial world.

With the inauguration of a complete Statistical Service, the cooperage industry will take its place with the progressive industrial trades of the day. No individual, firm or organization can plan for the future with any degree of security without knowledge as to what its industry as a whole is doing, and has done; and this information can only be obtained through complete, reliable and comprehensive statistics.

The time has come when each and every member of the cooperage industry must lay aside personal prejudice, forget selfish motives, and co-operate with every other member of his trade in the supplying of full, comprehensive and reliable information to any Statistical Service established by his Trade Association.

There is no limit to the benefits that will accrue to the individual and the industry as a whole, from the dissemination of dependable statistics. Moreover, unfair competition is many times the result of not knowing the actual conditions that exist in an industry—many times the result of a manufacturer guessing as to the supply and demand, as well as the production conditions in his particular business. The exchange of comprehensive statistical information will act as an educational factor in keeping the buyer and seller advised of current conditions prevailing, and as a constructive force that will lay the foundation not for the kind of competition that produces enmities, loss of money, and loss of trade, but rather a competition stabilized by co-operation that opens the way for permanent and profitable business.

The start has been made. Let us continue and extend the good work by giving our active support to the Association in its efforts to establish a complete Statistical Service, and our full co-operation so that such a service may be developed to the utmost.

The wooden barrel once more returned a victor over the substitute package

WHILE the decision of the Naval Stores Operators, made at their "Get-Together" Conference in New Orleans in March, to continue the wooden barrel as the standard shipping package for rosin is not surprising, nevertheless, the victory may be regarded by the cooperage trade with full satisfaction, for the reason that the Package Committee report was made and the decision rendered after, as the committee said, "all arguments were thoroughly discussed, not only from the point of view of the producer, but also of the distributor and consumer, bearing in mind that the industry as a whole would benefit most by recognizing the need of complete agreement between consumer and producer."

THE JOURNAL extends its sincere commendations to the Naval Stores Operators for their clearness of vision, and for the fair-minded attitude with which this vitally important matter was approached and acted upon. Individual prejudice had no place in the contemplations of the committee. They were only interested in conserving the welfare of the producer and consumer alike, and, while the evidence in favor of the wooden barrel over the sheet steel drum was so overwhelmingly convincing that any other decision than the one made was practically impossible, the committee recognized the sincerity of those advocating the change, and recommended that the entire Naval Stores Industry extend its efforts towards making the rosin package more standard and more uniform in every way.

This places upon the cooperage trade the direct responsibility of working in harmony with the Naval Stores Operators to the end that the specifications for the wooden rosin barrel may be such as to produce a package that will justify the confidence of that industry.

THE JOURNAL's suggestion is that the specifications for rosin barrels be made a part of the discussion on Grade Rules and Specifications at the coming convention of The Associated Cooperage Industries of America in St. Louis in May, and, no matter what the decision is as to the present specifications, that a copy of these specifications be forwarded to the Package Committee of the Naval Stores Industry for its consideration and recommendations.

By so doing we will not only demonstrate in a practical way our appreciation of the good-will of the Naval Stores Operators towards our trade package, but we will be building a co-operative working spirit between the two industries that will prove an added protective armor for the wooden barrel in the future that no substitute package can ever hope to pierce.

A report of the "Get-Together" Conference appears in this issue.

WANTS IN COOPERAGE LINES

American Cooperage Co., 11th and Fayette Streets, Baltimore, Md., is in the market for carload quantities of hardwood, unpainted lard barrels.

Henry A. Thorndike, P. O. Box 43, Newport, R. I., is in the market for several carloads of thirty-gallon, tight-bottom herring and mackerel barrels.

Increased Demand for Cooperage Stock Assures Satisfactory Business—C. M. Van Aken

The month of March has been an exceptionally good month for the cooperage people in this locality. Prices on staves and heading have been firm, with no probability of a decline for a few months to come, so with this confidence in the market on the part of the barrel users, the orders have been coming through, much to the satisfaction of the manufacturers and dealers.

The coiled hoop users have been holding off placing hoop orders all winter, expecting a decline in price. That decline has come, and as a result a feeling exists in the trade that hoop prices are now about as low as they will be or can be. Therefore more hoops were ordered by the cooperage people of this locality during March than during the two or three months preceding.

The above will indicate that there has been no decided increase in the consumption of barrels, but barrel makers who could wait have been waiting, and the month of March happened to be the month when they have turned their orders loose. Enough business has been booked during the month to carry over into April, and possibly May, thus insuring a satisfactory business for the immediate future.

Spring Will Bring Heavy Demand for Cooperage Stock—James Innes

The winter of 1925-26 in Canada has been the steadiest we have had for years, with the result that all of the mills have full stocks of logs and bolts.

A large proportion of the timber will be put into cooperage stock, and consequently there will be more staves, hoops and heading manufactured in Canada than for some years past.

Drum-sawn poplar and white birch staves for apple barrels and other purposes are increasing in production and taking the place of mill-run hardwood staves cut six staves to two-inch thickness, which were used extensively in the past.

Business during the winter months has been a little better than normal, and as soon as spring opens up a very heavy demand for all kinds of cooperage stock is looked for.

At the present time prices are only nominal, as contracts with consumers are placed for the year on the basis of production costs, which will be fixed as soon as lumbering operations are concluded.

Wooden Barrel Wins Endorsement of Naval Stores

Get-Together Conference at New Orleans a great success. Cooperage Industry benefits

By ANGUS GAINES,
THE JOURNAL'S *New Orleans Representative*

During the first three days of March New Orleans had the pleasure of entertaining the finest and most representative group of business men that ever accepted her hospitality. These were the makers and dealers in naval stores, who had assembled here to hold their third annual "Get-Together Conference."

Many of the visitors arrived early, and on the morning of Monday, March 1st, the first day of the conference, the lobby of the historic St. Charles Hotel was filled with men wearing membership badges, all greeting old friends and making new ones. Local members of the industry, and other citizens, were on hand to welcome the guests. The visitors were shown the sights of the city, and took part in a variety of entertainments, one of which was a golf tournament, in which a number of beautiful prizes were given. The tournament was a great success, and Mr. J. A. Myers, of the Gillican-Chipley Company, who had charge of the arrangements, is entitled to great credit for his management of this feature.

In the evening, after a day spent in social activities and in registering, the conference got down to business. The delegates and their friends assembled in the auditorium of the hotel. The chairman, Mr. Carl F. Speh, of the Turpentine and Rosin Producers' Association of New Orleans, called the meeting to order, and the assembly listened to and took part in a program that was of value not only to the members of the particular industry for which it was intended, but also to every one who takes an interest in business life and the welfare of our country.

What Scientific Research Means

The first speaker was Edward R. Weidlein, Sc. D., director of the Mellon Institute of Industrial Research, University of Pittsburgh, who delivered an interesting and scholarly address on the importance of scientific research and its relation to industry. He showed in some detail how the business of this country pays half a million dollars every year for the scientific investigation of its problems, and how the returns for these investigations amount to fully half a billion dollars per annum. As a man whose life has been given to scientific research, the speaker dealt chiefly with the general aspects of his subject, and all that he said might be applied to any other line of business quite as well as to the naval stores industry.

The Great Value of Tree Conservation

The next speaker, T. A. Graham, president of the Alabama Turpentine Producers' Association, was more specific, and confined his remarks chiefly to the advantages of scientific research in the naval stores business, though his observations regarding tree conservation might well be applied to any other branch of industry utilizing forest products. He said, in part:

"We must make sure that we will have the trees from which to get naval stores. All the research, all the advertising, would not be worth a cent if we did not have trees. To have trees we must stop forest fires, and we must learn to cup the trees less harmfully."

Every Industry Should Have Statistical Data

Tuesday morning, at 9.30, the conference was called to order by Chairman J. C. Nash, of the Columbia Naval Stores Company, Savannah, Ga., and listened to the "Report on the Pine Institute," by O. H. L. Wernicke, president of the Pine Institute of America, Inc., of Gull Point, Fla. The speaker sketched in a brief and clean outline the interesting history of the institute from its foundation to the present day and explained its aims and purposes. He said:

"One great feature of the institute is the plan to provide a clearing house for all sorts of knowledge useful to you, and to make it promptly available. This would range all the way from statistical data to technical, chemical and engineering service of a profitable nature." This is certainly a most important work, and the young organization certainly deserves the brilliant future the speaker predicted for it, but it was only when he touched upon the importance of forest conservation and reforestation that his address reached its highest interest for other branches of the forest products industries. He said:

Whole Nation Is Dependent on Present Welfare and Future Growth of Timber

"The whole great South is more dependent upon the growth and economic usefulness of the pine trees than is commonly recognized." Mr. Nash might as well have said the same thing of the whole United States, if he had spoken of timber in general instead of pine alone.

"Cut-over land," he continued, "is the South's most abundant natural resource today. It is the South's one great dependence for its future growth and welfare.

Reforestation on Large Scale Is Sure in Turpentine-Pine Region

"In the long run nothing on earth can stop reforestation on a large scale in the turpentine-pine region. We all know that turpentine-pines must be the kind of trees grown on these lands to make the lands produce the highest returns. Therefore the naval stores industry must be in position to market profitably all the trees will produce."

R. D. Forbes Speaks on Timber Conservation

John W. LeMaistre, of the Jackson Lumber Co., Lockhart, Ala., followed with an address on the importance and immediate necessity of reforestation and timber conservation, all that he said being quite as applicable to other timbers as to pine. R. D. Forbes, well-known to the readers of THE JOURNAL, also spoke, in his usual convincing and interesting way, of the importance of conservation and reforestation. Other speakers were L. Wyman, also of the United States Forest Service, who spoke of "Naval Stores Production Woods Work," and various gentlemen prominent in the naval stores industry, who discussed topics of interest and value to their line of business, the last address being by P. C. Palmer, of Pensacola, Florida, who delivered a clear and comprehensive dissertation on "Turpentines."

Hercules Powder Co. Operates Own Cooperage Stock and Barrel Plants

At the afternoon session J. T. Skelly, vice-president of the Hercules Powder Company, Wilmington, Delaware, presided. The layman, who believes that turpentine is used only as a vermifuge, and rosin is valuable only for external application to fiddle strings, would have been surprised to see so prominent part in a naval stores conference taken by a high official in a world-famous powder company, but vast quantities of rosin are used in powder making, and the Hercules people make and use rosin on an enormous scale. It is pleasing to note that Mr. Skelly is a good friend of the wooden barrel, and that his firm owns and operates a high-class stave and heading plant, and is also a large manufacturer and user of barrels.

Research Talks Have Educational Value

At the Tuesday night meeting John H. Pace occupied the chair, and the addresses on "Rosin Research," by C. C. Kessler, research chemist of the Mellon Institute of Industrial Research, University of Pittsburgh, and "Turpentine Research," by I. C. Odell, Jr., also research chemist of the same institute, were, together with the remarks of Prof. P. C. Palmer, a liberal education in the principles of chemistry involved in the production of naval stores.

These research talks occasioned considerable discussion, and the queries made indicated the interest of the members present.

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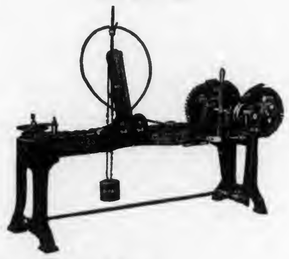

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ELECTRIC WELDED—"Made Right"
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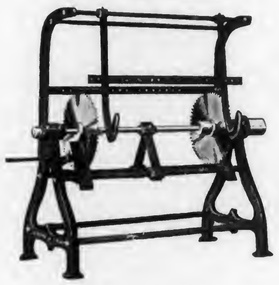
STAVE EQUALIZER



HEADING JOINTER AND DOWELLING MACHINE

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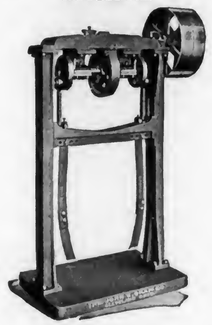
NEW "ORAM" RAPID BILGE-HOOP REMOVING MACHINE



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Thirty years of Quality production is the foundation upon which our leadership in the trade is based. Our equipment, technical knowledge and experience is placed at your disposal.

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Huge Timber Holdings
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W. T. SMITH LUMBER COMPANY, INC.
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Wednesday Was Big Day for the Cooperage Industry

The Wednesday morning meeting was opened at 9.30 by Chairman J. C. Nash, of the Columbia Naval Stores Company, Savannah, Ga., and the morning was given almost wholly to the hearing and discussing of the reports of the various committees. H. L. Kayton, of the Carson Naval Stores Company, Savannah, Ga., made a report of the Naval Stores Committee on Weights and Measures, but by far the most important and interesting report received was that of the Naval Stores Package Committee, which was as follows:

Report of the Naval Stores Package Committee—Endorses Wooden Barrel for Rosin

"Your committee held a meeting Tuesday, March 2d, and a quorum was present. It was apparent that each member had been following closely the various arguments for and against the metal and wooden package, as they have been appearing in the various trade papers for some time. All of the arguments were thoroughly discussed, not only from the point of view of the producer, but also the distributor and consumer, bearing in mind that the industry as a whole would benefit most by recognizing the need of complete agreement between consumer and producer.

"The members of this committee were unanimous in the belief that, at this time at least, the metal package for the shipment and handling of rosin is not practical under the present conditions of operating.

"The present wooden package is obtained from saw mill waste, the cheapest available material. This material is obtained in the South at points in most cases very close to the mill, thereby eliminating freight, and thus carries out the demand for complete utilization and conservation of forest products. It also is recognized that the shape of the wooden barrel makes it much more convenient for rolling, storing and handling at the various manufacturing plants than is the suggested metal package. Experience has shown that a properly made package will serve as a good container for rosin for several years, during which time there is no discoloration or contamination of the rosin, which seems to be the case with the metal barrel.

"While we have made no thorough canvass of the consumers, your committee is under the impression that the barrel, after having served its purpose as a container, has a value for fuel, which is more valuable to the consumer than the steel barrel.

"The wooden package is of such character that it can be made and assembled at practically every still with a minimum of investment and experience. This is not true of the metal barrel. This statement is made bearing in mind that there are practically 1,400 producers of naval stores, over a thousand of whom are small operators.

"Your committee, however, recognizes the fairness and sincerity on the part of the consuming industry for bringing this matter to our attention, and it wishes to state that we feel that the naval stores industry should do everything possible and practical to meet the wishes of the consumer. We would, therefore, recommend that this conference go on record as advocating that all branches of the industry make every possible effort to continue its present efforts to improve the rosin package, with a view of bringing about a more standard and uniform package.

"(Signed) R. M. NEWTON,
"Chairman.
"ALEX K. SESSOMS,
"A. S. CARR,
"P. C. PALMER,
"L. R. POTTER,
"J. H. PACE,
"J. A. MYERS.

"Adopted by conference."

Report and Recommendation of C. C. Wood

The report and recommendation by C. C. Wood, manager of the naval stores department, W. H. Barber Company, Chicago, Ill., and which report was carried in the March number of THE JOURNAL, was made to the Package Committee, and being most thorough in every respect, did its full share towards shaping final decision to continue the use of the wooden barrel.

Tare Weight Basis Discussed

H. L. Kayton, of the Carson Naval Stores Company, Savannah, Ga., in his report for the committee on weights and measures, said the National Paint, Oil and Varnish Association had recommended that rosin be sold on a net weight basis and turpentine on a pound basis. While the Savannah Board of Trade specified the size of the package it did not specify the kind of wood that should be used with the result that the net weights of contents in rosin packages varied. The ruling of the Savannah Board of Trade was that where staves and heads were of excess thickness, inspectors must deduct from the weight of rosin for the excess thickness of the wood in the container. Turpentine was generally packed in barrels made from oak staves but there was also a difference in sizes with the result that the actual weight of contents in the barrel differed. The committee was of the belief that turpentine should be sold on the weight basis.

The report resulted in considerable discussion in which producers, consumers and government officials participated.

W. H. Crawford, of Isaac Winkler & Bro. Company, Cincinnati, Ohio, and general chairman of the naval stores committee of the American Paint, Oil and Varnish Association, after some discussion of wood versus metal containers for rosin, said his company had experimented with metal containers many years ago and given them up because of the discoloration they caused to rosin. He said that unless the consumers of rosin would build expensive warehouses in which to store the metal barrels while filled with rosin, the use of metal containers was out of the question.

Qualified to Speak for the Wooden Barrel

It would be impossible to find a group of men better able to speak authoritatively of the needs and interests of the great naval stores industry than the gentlemen on this committee, who gave their unqualified endorsement to the wooden barrel as a container for rosin.

Mr. R. M. Newton, chairman of the committee, is a member of the Newton Naval Stores Co., of Brooklyn, Miss.; Mr. Alex K. Sessoms is president of the Timber Products Co., of Cogdell, Ga.; Mr. A. S. Carr is president of the A. S. Carr Co., of Bainbridge, Ga.; Mr. P. C. Palmer is chief chemist of the Newport Co., of Pensacola, Fla. Mr. J. H. Pace is a member of the Baldwin-Lewis-Pace Co., of Jacksonville, Fla.; Mr. L. R. Potter is vice-president and secretary of the Columbia Naval Stores Co., Savannah, Ga.; while Mr. J. A. Myers is with the Gillican-Chipley Co., Whitney Building, New Orleans, La.

Naval Stores Disputes with Fisheries as First Industry Organized by White Men on this Continent

Quite as a matter of course these men of large interests and long experience are advocates of good packages. Their industry has a long and interesting history, and honorable traditions behind it. The naval stores business was the first industry organized by white men on this continent, and it disputes with the New England fisheries the honor of being the first to use barrels.

A Bit of Interesting History

As soon as the first colonists landed in New England they began to look into the possibility of supplying the mother country with pine pitch to be used for the caulking of ships and the smearing of ropes and rigging, and their first shipments to England were crude rosin from which naval stores were manufactured.

Wooden Barrels in the Tar and Pitch Trades

The same is true of the colonists of the South. The first report made to the old country by the settlers at Jamestown was on the possibility of developing the tar and pitch industries on and near the coast of the then newly-named colony of Virginia. Population being scanty the industry developed slowly, but in 1704 the shipments of tar from the Carolinas alone amounted to 400 barrels.

Consumption of Barrels Keeps Pace with Output of Turpentine and Rosin

As the industry grew, the consumption of barrels grew with it, and in 1804 the number of barrels used in the South for the exportation of rosin and tar amounted to 77,827, while the barrels used for export turpentine amounted to about 400 per annum. The growth of the business has been steady, and during the last five years the average con-

sumption per annum has been 513,000 barrels for turpentine and 1,710,000 barrels for rosin, and the value per annum of the contents of these barrels has approximated $60,000,000.

Co-operative Working of Members Insures Permanency and Continued Growth of Naval Stores

With the practice of timber conservation and reforestation, as advocated by the get-together conference, the naval stores industries will not only be permanent, but will continue to grow, and as long as men of the character and intelligence of the members of this conference are at the head of the industry, wooden barrels, in ever-increasing numbers, will be used for the storing and shipping of their products.

Conference Passes Important Resolutions

The conference passed a resolution appealing to the Federal Government for more continuous and better co-ordinated research and scientific study and co-operation with naval stores, while another resolution, proposed by the Federal Relations Committee and passed, recommended that "The preservative treatment of all timber be used in situations where decay, insect or animal attack are factors in its deterioration or destruction, and that a copy of this resolution be forwarded to the Pine Institute, with recommendations that a careful consideration be given thereto, with a view to co-operation with the wood-preserving interests."

The proceedings of this conference show that the members of the naval stores industries are united in their advocacy of the following principles:

The conservation of forest products, and the stoppage of waste in the timber lands;

Reforestation on a large scale;

The standardization of weights and measures;

The standardization of packages as well as of products;

The use of the wooden barrel.

Banquet Brilliant Success

The banquet Wednesday night was a brilliant success, for Carl Speh was manager of the arrangements and J. C. Nash was toastmaster. The feature of the evening was the singing of "De Woods of Pine," a popular and catchy song written by O. H. L. Wernicke, president of the Pine Institute, with music composed by Lucille deMert.

H. R. Robinette, Guest of Honor

The guest of honor of the evening was Mr. H. R. Robinette, president of the National Paint, Oil and Varnish Association, and honors have been seldom bestowed on a more worthy subject.

National Paint, Oil and Varnish Association Meet

The get-together conference was followed the next day by the holding of the convention of the National Paint, Oil and Varnish Association, Southern Zone, at the Roosevelt Hotel.

President Robinette in his address stated that this association has a total membership of more than 1,600 concerns, and has more than fifty paint clubs functioning in various centers. These vast industries use immense quantities of barrels and kegs, and also many substitute packages. It is to be hoped that this association, under the guidance of its president, will profit by the example of the naval stores men, and will recognize the superiority of the wooden barrel.

Eureka Hand-Spraying Machine for Coating Barrels

CLEVELAND, OHIO, March 17, 1926.

EDITOR, "THE JOURNAL":

We would like to call the particular attention of THE JOURNAL readers to our small hand-spraying machine, which is illustrated in our advertisement in THE JOURNAL.

This machine is designed to coat the interior of barrels and kegs with pitch, paraffine, or any other protective lining.

It is strictly a one-man machine, capable of accomplishing more work in less time than four or five men can do by any other method or system. We will gladly furnish circular fully describing this machine on request.

Very truly yours,
EUREKA MACHINE COMPANY.

Lime-Caseine Mixture for Coating Barrels

According to report from the National Lime Association it has been found that a lime-casein mixture produces an excellent sizing coat for the interior of oil barrels. Self-soured or acid caseins may be mixed with lime and water to a thin cream or whitewash consistency and the mixture shaken in the barrel until the whole interior has been covered. The excess mixture is then drained out and the coat of lime-casein allowed to dry.

The Lime Association claims satisfactory results have been obtained by using a mixture of 1 part casein and 5 parts lime.

Slack Stave Plant on Full-Time Basis

ADAM WARD, EAST PRAIRIE, MO.—Our new slack stave plant is in full operation since the first of the year. We are moving three and four cars of stock each week. We are starting to produce apple barrel stock at present in anticipation of the demand from apple growers and barrel manufacturers.

Frank LaClear Now With Struthers-Ziegler Cooperage Co.

Frank LaClear has resigned as Inspector of The Associated Cooperage Industries of America to become connected with the Struthers-Ziegler Cooperage Co., Detroit. John W. Shirrell succeeds Mr. LaClear as Inspector for the Association.

The Calig Barrel Co. has moved its offices to 301-315 McCartney St., N. E., Pittsburgh.

Arkansas the Home of White Oak

How the citizens of Arkansas are robbing themselves of money for their schools and roads by allowing forest fires to devastate the Ozark National Forest is told in a striking manner in a booklet recently issued by the Forest Service, United States Department of Agriculture. The booklet has been written expressly for the men, women, boys and girls who live within or near the boundaries of Uncle Sam's big National Forest in northern Arkansas.

When fire is banished from Arkansas' woods, the Ozark National Forest alone, under forest management, is capable of producing perpetually a return of $250,000 a year, of which one-fourth will go toward the support of local schools and roads and an additional one-tenth toward constructing roads and trails inside the National Forest boundaries. Revenues from privately-owned forest lands, when these lands are once freed from disastrous fires, will add greatly to the prosperity of the State and its citizens.

"In Arkansas," says the booklet, "in a vast, rugged highland lying between the White River on the north and the Arkansas River on the south is the home of the white oak. Along this divide country, covering the headwaters of the streams tributary to the two great rivers, lies the Ozark National Forest, established by the Federal Government for the purpose of growing timber for the use and necessities of citizens of the United States. The Forest Service, recognizing the supremacy of the white oak in this region, has dedicated this National Forest to the task of growing white oak timber for the nation.

"If fire can be kept out of the Ozark National Forest until a maximum production can be approached, this forest can produce a continuous timber harvest of 50 million board feet a year. Hickory, cherry, black walnut, red gum, locust, beech, shortleaf pine and several species of black oak are the principal trees grown along with white oak. From these come railway ties, telephone poles, fence posts, fuel wood and rough lumber."

After pointing out the serious and evil effects of forest fires on water supplies, animal and bird life, and soil erosion, the booklet closes with a vigorous plea for citizens of Arkansas to drive out the Red Demon of the Woods from the State's great timbered reservoir of wealth and prosperity.

The booklet, Miscellaneous Circular 53, "When Fire Is Banished from the Land of the White Oak," will be sent free, as long as the supply lasts, to everyone who writes for it to the United States Department of Agriculture, Washington, D. C., or to the Forest Supervisor, Russellville, Ark.

Tart Cooperage Company Extends Operations

It is reported that the International Cooperage Company, of Jacksonville, has sold its plant at Valdosta, Ga., to the Tart Cooperage Company, of Pensacola, Fla., which company will continue operations.

What Barrel Using Industries Are Doing

Splendid Outlook for Apple Crop in Arkansas

Reporting the apple crop prospects for the Fayetteville section of Arkansas, Prof. J. R. Cooper, State horticulturist, recently stated that the 1926 apple crop probably will be one of the largest in the history of the section. Only one crop variety has been hurt so far, and that is the Jonathan crop. Fifty per cent. of the buds were killed by recent freezes.

According to Professor Cooper, the Jonathan crop gives better fruit from a thin crop than from an exceptionally heavy yield. Only three orchardists reported all Jonathan buds killed: S. L. Pitts, of Lincoln; A. A. Thompson, of Harmon, and J. E. Robinson, of West Fork.

A total of 2,000 cars of apples were shipped from this section last year, Springdale shipping 860; Lincoln, 600; Fayetteville, 186, and other towns smaller numbers.

Niagara County Ranks Third in Apple Production

The fame of Niagara County, N. Y., as a producer of fine apples has long been widespread, but now it will be greater than ever, for its standing has been broadcast to the world by a speech in Congress. An Associated Press dispatch says that Niagara County ranks third among all the counties in the United States in the production of apples, that statement having been made by Congressman J. N. Tillman, of Arkansas, in a recent speech in the House. He said that two counties in his State—Benton and Washington—produce more apples than any two other counties in the United States and that Niagara County came next. While he is probably correct, New York State apple growers are under the impression that more apples are grown in this State than anywhere else in the Union.

Industrial Alcohol Manufacturers Organize an Association

George F. Dieterle, president of the Federal Products Company, Cincinnati, was chosen president of The Industrial Alcohol Manufacturers' Association at a recent organization meeting of that body held at the Waldorf-Astoria Hotel, New York City. Other officers chosen were vice-president, Sid Klein, vice-president of the Kentucky Alcohol Corp., New York; treasurer, Lester Bachrach, New York representative for Jefferson Distilling and Denaturing Co., New Orleans; secretary, J. Wrench, 200 Fifth Avenue, New York City, representative for The Indsutrial Chemical Co., New York City.

The association is said to include 75 per cent. of the alcohol producers in the United States.

Florida Potato Crop Survives Cold Wave

A report from Palatka, Fla., states that the cold snap which hit that territory March 13th and 14th apparently passed over with but slight damage to the potato fields.

H. O. Hamm, president of the Hastings Potato Growers' Association, after an inspection of the territory between Palatka and Hastings, states that he thinks the average damage to the new crop will not exceed 10 per cent. around Orange Mills and East Palatka, while at Federal Point and farms along the river the damage is negligible.

One estimate from Hastings, given after a careful inspection of 15 farms, puts the damage at approximately 10 per cent.

The damage to the potato fields on the west side of the river will run approximately the same as on the east side.

Dried Milk Industry Holds Great Possibilities for Cooperage Trade

In introducing an article covering the production of dried milk, the *Chemical and Metallurgical Engineer* recently gave the following short resumé of the dried milk industry, which should prove interesting to the cooperage trade, because of the great possibilities this industry holds for the increased use of the wooden barrel:

"Milk is an ideal food. All cream and its contained fats are used for human consumption, but of the solids in the skim milk that remain, less than one-third of one per cent. is utilized in the form of dried milk. Some dried milk, as well as the remainder of the skim milk, is used for the feeding of farm stock. The total amount of dried milk produced in the United States in 1924 amounted to about 70,000,000 pounds (equivalent to 280,000 barrels of 250 pounds each), as compared with about 15,000,000 pounds in 1916; but the annual production of skim milk is in the neighborhood of 11,000,000 tons, from which it would be possible to produce 1,000,000 tons of a most valuable and convenient dry food, with excellent keeping qualities. The industry is now represented by a technical association, the American Dry Milk Institute, with headquarters in Chicago."

Secures Control of Packing Company

Control of the Jacob C. Dold Packing Company, Buffalo, N. Y., has been secured by Edwin C. Andrews, a business man of that city, through the purchase of 18,000 shares of the common stock from heirs of the late Jacob C. Dold. The deal is said to have involved $20,000,000. The company has been in business eighty-five years.

The Speas Vinegar Co., Kansas City, Mo., will erect a large plant at Marionville, Mo.

Consumption of Naval Stores in India

The consumption of naval stores in India approximates 20,000 barrels (500 pounds) of rosin, and 240,000 gallons of turpentine annually, according to a report received by the Department of Commerce from Trade Commissioner C. B. Spofford, Calcutta.

India has offered a favorable market for American naval stores, although a large proportion of imports have been transshipped from England. The domestic production of turpentine and rosin, however, appears to be overtaking the demand, and indications are that an export market will be sought, chiefly in Australia and the Far East.

Indian turpentine and rosin are made in only two or three factories under direct or semi-official supervision of provincial governments. The largest of these, located at Clutterbuckganj, was established by the government of the United Provinces in 1920, and acquired in 1924 by the Indian Turpentine and Rosin Company, Ltd., capitalized at 1,200,000 rupees (about $450,000); 60,000 shares were allotted to the government in payment for the existing factory, which is equipped to produce 18,000 500-pound barrels of rosin and 260,000 gallons of turpentine per year.

Most of the turpentine is used in the manufacture of paint and varnishes. In 1921 the Indian census recorded fifteen paint and varnish factories, with 1,174 employees, and further extension of that industry has taken place since that time.

Rosin is used in India chiefly in the soap and paper industries. There is some used in the manufacture of varnishes and an appreciable quantity, estimated at nearly 2,000 barrels, in the manufacture of shellac to lower the melting point.

Naval Stores Companies Consolidate

Adrian B. Joyce and associates, operating as the National Turpentine Products Company, have merged the holdings of the Florida Wood Products Company of Jacksonville, Fla., the Alabama Wood Products Company of Mobile and Elberta, Ala., and the Pensacola Tar & Turpentine Company, Pensaloca, Fla. The interested parties are of Cleveland, Ohio, and the merged properties will be operated under the name of the National Turpentine Products Company.

H. J. Heinz Co. to Erect a New Plant

The H. J. Heinz Co., Pittsburgh, Pa., have purchased a 10-acre site in the industrial zone of Berkeley, Calif., and will erect a $1,000,000 manufacturing unit.

New Fish Oil Plant Completed

The new fish oil plant of the Union Oil Company, Baltimore, Md., has been completed and placed in operation.

Foreign Trade Department

No Cause for Fear in Excess of Imports Over Exports

That there is more than one way of looking at trade balances is sanely set forth in the following interesting article by Paul Willard Garrett, correspondent of the *Public Ledger*, Philadelphia:

"In accepting the meritorious features of a protective tariff, most of us had come to believe, unfortunately, that the flow of goods away from our shores should always be larger than that coming in. That is why we call an excess of merchandise exports over imports a 'favorable' and an excess of imports an 'unfavorable' balance of trade.

"Economists who stick to these definitions must have concluded on the basis of 1926 returns to date that the country is going to pot. Our merchandise imports rose smartly above exports in January and again in February. The so-called unfavorable balance was, moreover, larger in the latter than in the former; excess imports reached $15,000,000 in January, when the tide first turned, and $36,000,000 in February. What does this mean? Does it give the basis for alarm that once we thought such a reversal would provide?

Natural Grounds for Reversal

"Aside from an enormous importation of rubber last month, natural grounds may be cited for this otherwise startling reversal in our normal trade position.

"The first thing to note is that the change reflects primarily smart gains in imports; it does not mean that our export trade has suffered a slump. How rapidly imports have stepped up may be seen by turning back over the records.

"Four years ago last month, for example, in February, 1922, our merchandise imports were only $216,000,000. The volume has risen steadily since then; in February, 1923, it was $303,000,000; in February 1924, it was $333,000,000; in February, 1925, it was $334,000,000, and now we learn that the inflow for February, 1926, reached $389,000,000.

"The rising tide of goods offered to us from overseas reflects increased activity abroad and a desire on the part of our debtors to pay us back, but it reveals something more. It shows an acceleration in trade here.

Mostly Raw Materials

"Let it not be forgotten that most of our imports are raw materials, not finished goods, and that heavier purchases by our manufacturers grow out of confidence in business on this side of the water.

"Reasons for fear from a temporary reversal in our trade position soon must disappear on observation of the stability in commodity prices and the continued growth in exports. Perhaps, it is for our own good in the circumstances that merchandise imports are growing faster than exports. Although we have in our vaults more than half of the world's supply of gold, more of the metal came in during January and February. Beyond a certain point our debtors will not be able to pay us in gold.

"They must pay either through shipments of goods or through service on loans made here to foreign borrowers. Expansion in our import trade thus must be viewed as a sound development from two standpoints: (a) it shows that our debtors are endeavoring to reduce their obligations here, and (b) it reflects increased trade activity here for the reason that most of the import gains represent raw materials to be turned into finished goods."

Spanish Stave Dealers Depreciate Russian Competition

(Consul Lucien N. Sullivan, Cadiz, Spain)

The consensus of opinion among stave dealers at Cadiz, Spain, is that the Russian oak staves recently introduced into this market will not offer any serious competition to the American oak. It is stated that while the Russian oak seems to be suitable for brandy, it is not so good for sherry wine packages. Lately consignments of brandy have been shipped to France in casks constructed of the Russian oak.

However, the finish of the Russian oak stave is proving quite well adapted for use in beer kegs.

Stave Imports into Cadiz Covering a Seven-Year Period

The total importation of all staves for 1925 into Cadiz amounted to 8,286,141 kilos. A comparison of the importations beginning with 1919 shows that in 1922 there were less than 300,000 kilos. The comparatively small importations in the years 1921 and 1922 were no doubt in consequence of the large stocks on hand. The quantities are shown in the following table for the years indicated:

	Kilos
1919	6,732,736
1920	11,524,696
1921	900,436
1922	289,057
1923	8,419,184
1924	7,966,184
1925	8,286,141
November, 1925	499,371
December, 1925	337,767

The customs returns give the importations by weight only, whereas the quantities on hand given by the dealers are in number of stave pieces.

It is not possible to strike an accurate average of the relation between pieces and weights: for instance, in one shipment the pieces had an average weight of about 7½ kilos, and in another shipment only about 5 kilos. In one shipment there may be a greater number of the long pieces and in others more of the shorter ones.

Considerable quantities of staves are received in Cadiz from Barcelona, owing to the fact that there are large houses there which maintain branches in Cadiz.

Prohibition Decreases Consumption of Oak Staves

The consumption of oak staves has decreased, due to the prohibition law in the United States, especially staves of short lengths, that is, staves for casks of 170, 125, 75 and 64 liters. Casks of these sizes were formerly shipped to the United States, but there is hardly any demand for such sizes in other markets. In consequence of this situation, one dealer finds it difficult to dispose of the short length stave pieces which he has had on hand a long time.

During 1925 the stave dealer above mentioned has sold 886,600 stave pieces, having a value of approximately 2,017,000 pesetas. (The value of a peseta is approximately 14 cents.) The total consumption of staves here amounts roundly to 2,000,000 pieces.

It has been suggested that it would result in better business for the American exporters were they to have an export company, the members of which would agree to sell on firm quotations only instead of consignment. Such a combination is legal under the Webb-Pomerene Act. There are combines of stave buyers in Spain.

Large Quantities of American Staves Shipped via British Ports

Considerable quantities of oak staves are received in Cadiz from England; these staves, however, are of American origin. This state of affairs exists because of shipping facilities. Although the freight rates from American ports are about the same as those from America to Liverpool and then from Liverpool to Cadiz, the service from American ports to Cadiz is irregular, whereas the freight lines from America to Liverpool are regular and definite.

Cooperage Requirements of Nigeria

Imports of casks into Senegal in 1924 were valued at £546,035. The imports were divided as follows: United Kingdom, 62 per cent.; United States, 16 per cent.; Holland, 13 per cent., and Germany, 7 per cent.

Casks for this trade should have 38 and 40-inch heads, shipped in bundles of shooks for nine casks, and the heads for nine casks in one made-up cask. Hoop iron, tenter hooks, tacks and rivets are also in demand, the last three items put up in 100-pound kegs. About 85,000 casks were used in exporting palm oil in 1924, and traders require large stocks for their African customers who collect the oil.

The colonial government has been trying for years to arrange for the manufacture of staves locally in an endeavor to cut down the high cost of casks, but without any success.

The Stave Industry of Yugoslavia

(Consul Herbert S. Bursley, Belgrade)

The sawn oak staves exported from Yugoslavia originate almost entirely in Slavonia, although some staves are produced in northern Bosnia along the Slavonian frontier. The annual output is estimated at more than 9,000 metric tons and the potential output at a higher figure.

Slavonian Staves Are of Good Quality

The greater part of Slavonian staves exported are of good quality and are used in the manufacture of wine and beer barrels. Barrels for wines, beer, spirits, prunes, apples and other local products are assembled in the country.

The market is dull and prices are at a low level. This slump is partly seasonal, but is also due in part to the difficulties under which exporters are suffering as a result of the high exchange value of the dinar and high production costs. The lumber industry has felt the effect of these conditions more seriously than other exporting industries. However, the trade in staves and railway sleepers this year has until the past few months been quite successful.

Export Statistics for 1924-1925

During 1924 and the first 11 months of 1925 exports of sawn oak staves from Yugoslavia to the various countries of Europe and to Argentina were:

EXPORTS OF OAK STAVES

	1924		1925 (11 Months Only)	
Destination	Kilos	Dinars	Kilos	Dinars
Greece	1,948,880	4,342,700	2,530,066	4,649,280
Germany	389,698	1,222,300	1,124,625	2,910,360
Italy	258,309	1,013,720	1,065,038	5,401,292
France	254,255	880,040	1,013,820	1,469,885
Austria	75,030	266,309	1,010,111	2,355,776
Hungary	357,740	1,136,070	867,057	1,709,810
Switzerland	78,400	369,700	187,700	776,000
Czecho-Slovakia	28,970	201,300	44,940	78,600
Bulgaria	50,000	179,000	33,940	220,000
Rumania	.....	.....	21,350	55,000
Netherlands	.....	.....	15,100	33,000
Argentina	.....	.....	4,781	9,000
Total	3,441,282	9,311,139	7,918,468	19,668,003

(The dinar at present-day rate of exchange is worth about $1.76 a hundred.)

The average timber producer or merchant sells only in "partieen;" that is, lots including staves, bottoms and "skart," the latter being the lowest grade of staves and practically useless in cooperage. Prices are based on the proportion of "superiors" and long staves.

Specialists in the trade undertake to provide staves to meet the specifications of buyers, but when specially selected staves are purchased the price is double or treble that for lots.

Shipments Are Made to All European Countries

Foreign purchasers of Yugoslav staves usually indicate to their representatives in that country either the approximate grade of the lots which they desire or the exact specifications necessary to meet their requirements, stating the maximum price which they are willing to pay. Arrangements are made for inspection before acceptance as a basic precaution.

Marseilles is the great continental market for barrel staves, and large quantities of Slavonia staves are shipped to that port, which is not, however, the chief outlet for that country's staves.

Slavonian staves are shipped chiefly to Greece, Germany, Italy, France and Austria. Direct trade with other countries is not on an important scale.

Official export statistics reveal no export of staves to Spain. If Yugoslav staves are being used in that country they are purchased on the markets of one of the chief purchasing countries, probably Italy or France.

The average value per kilo of staves exported in 1924 was 2.76 dinars, and during the first 11 months of 1925 this value decreased to 2.46 dinars. This represents an actual gain in gold value on the basis of average exchange rates for the periods in question.

Future Competition with American Staves

The competition of Yugoslav staves with those of American origin does not appear to be as severe at this time as was the case six months ago.

However, when the readjustment of the economic situation of Yugoslavia, especially from the point of view of price stabilization and currency reform, has been accomplished and permanently normal conditions exist, American exporters will again feel the competition from this source.

At present transportation facilities are inadequate and many timber sources remain virgin. With the development of the railways and the exploitation of additional forest areas the potential export will increase, and as the standard of living among the workers is not high, the costs of production (once economic conditions are normal) should be low in terms of world prices.

Swedish Stave and Cooperage Exports

Figures now available show that the exports of sawn staves by Sweden amounted to 46,263 M feet in 1925, compared with 43,254 M feet in 1924.

In addition to the stave exports shown above, the cooperage exports (chiefly slack cooperage) were valued at $1,620,000 in 1925.

Wooden Barrel Reaches Burma Through Shipment of American Lubricating Oil

Seeking information as to packages used in the Burma, India, petroleum industry THE JOURNAL wrote the Bureau of Foreign Commerce, to which inquiry, S. H. Day, District Manager of the Commerce Department at Philadelphia, replied as follows:

EDITOR, "THE JOURNAL":

Answering your question about foreign trade in cooperage, I wish to say that I have just received a reply from our Minerals Division at Washington regarding the situation in Burma, India, with respect to the class of container used in the petroleum industry of that district.

"Practically all of the mineral oils, with the exception of lubricating oils, are imported into India in bulk and are filled into containers at the ports for distribution to the local markets. The gasoline mostly from Burma is usually packed in tins holding two or four imperial gallons, and the kerosene from Burma, Dutch East Indies and the United States is usually packed in tins holding four imperial gallons each. There is some little demand among the larger consumers for these products in steel drums holding 50-55 imperial gallons. The lubricating oils are imported and distributed in the original containers, which are one to five-gallon tins, and wooden and steel barrels holding about 50 gallons each. Batching and fuel oils are generally handled in bulk.

As to the various sources of these containers, the tins are manufactured locally at the distributing ports, from tin-plate imported largely from England. The total tin-plate imported into India in 1923-1924 was 37,409 tons, of which amount 37,402 tons is credited to England. A small quantity of tin-plate is made in India at Jamshedpur, by the Tinplate Company of India, Ltd., a company owned by the Burma Oil Company, and Messrs. Tate, Ltd., of Bombay. The steel drums, outside of those brought in by the American oil companies, are of English manufacture, although they do not appear as a separate item in the import trade statistics. The wooden barrels are used for bringing in American lubricating oils. They are sold outright to the consumers and are not refilled.

Please let me know at any time if there is further information or assistance that I can give you.

Cordially,

S. H. DAY, *District Mgr.*

Increase in 1925 Olive Oil Estimate

Although earlier forecasts of lower production of olive oil this season are now generally confirmed, new estimates for Italy and France add considerably to the indicated supply, bringing the total oil production for the countries of the Mediterranean Basin so far reported, from about 1,050,000,000 pounds, as previously reported, up to about 1,210,000,000 pounds. This is about 25 per cent. below last year's total of 1,608,000,000 pounds.

Consular Invoices for Cuba Must Include Complete Information Regarding Product Shipped

Because shippers to Cuba have not always been careful to supply fully and exactly the information required on consular invoices, the Cuban consul who has certified the documents is frequently called upon by the Cuban custom house authorities to find out from the shipper missing details.

As a result, Cuban consuls in the United States are now requiring of shippers that they supply on the original documents full information regarding products shipped to that country. No new requirements have been established by the Cuban law, but the regulations already in the law are now being more strictly enforced.

In order that exporters to Cuba might know what information is to be included in their invoices presented for consulation, the Cuban consul general at New York, Mr. Felipe Taboada, has called attention to the following requirements of the Cuban customs law:

Contents of Invoice

Invoices must be made out in English or Spanish on durable paper in five copies for shipments through Habana and in four copies for other ports. If typewritten, the original copy must be presented; the duplicates may be carbon copies. When more than one sheet is needed, the sheets must be fastened together and the declaration placed on the last sheet.

Invoices must contain the names of the shipper, consignee, and vessel; marks and numbers of the packages; description of the merchandise, specifying the materials of which it is composed; gross and net weights in kilos; detailed prices and total value. The price of each article or class of goods should be given separately.

Description of Merchandise

In describing the merchandise, particular care must be taken to give a complete and accurate statement of the materials of which it is composed. For example, if knives, invoice them as knives of steel with wooden handles or bone handles, as the case may be; if shoes, as shoes made of leather with uppers of canvas, cloth, etc.; if machinery, state if of steel and brass, or any other materials; if furniture, made of oak, mahogany, pine, etc.

Valuation of Merchandise

The total value of the merchandise stated on the consular invoice must be the cost at current wholesale prices of the merchandise when ready for shipment to Cuba. In determining this cost, which is the basis for the assessment of duty on goods subject to ad valorem duties, the following points should be observed:

1. If the bill of lading reads direct from the first point of shipment in the interior of the country to the destination in Cuba, the freight charges need not be included in the declaration of cost.

2. If merchandise from the interior of the country is sent to the port of exportation on a local bill of lading and there shipped to Cuba on a bill of lading reading only from the port to Cuba, the land freight on such merchandise must be declared in the invoice and is added to the cost of the goods to make the dutiable value.

3. Similar distinction is made between shipments on through or local bills of lading from a third country reshipped through an American port.

4. Commission on an invoice must be included in the cost, except for consular fees paid to Cuban consuls.

5. Incidental expenses, custom house and statistical fees, paper and stamps, wharfage, etc., must be included in the dutiable value.

6. Charges for conveying, carting, marking and other necessary expenses incurred on account of the merchandise must be considered as part of the cost and must be declared.

7. The cost of packing and of packing materials is included.

8. Insurance is not included in the dutiable value, nor are consular fees.

If any of the above charges are not incurred, that fact should be noted on the invoice.

Empty Casks Subject to French Tariff in Reunion

Empty casks (put together or not, with wooden or metal hoops), which have formerly been free of duty upon importation into Reunion, are now subject to the rates in the French tariff, according to a decree of January 11th published in the *Journal Officiel* for January 15, 1926.

The import duties in the French tariff on empty casks are as follows: General 90 francs, minimum 22.50 francs, and intermediate 36 francs, all per 100 kilos gross weight for those having a capacity of 500 liters and more; general 40 francs, minimum 10 francs, and intermediate 13.50 francs, all per 100 kilos gross weight for those having a capacity of less than 500 liters.

French products are free of duty in Reunion. The intermediate rates apply to imports from the United States. The mimimum rates apply to countries having most-favored-nation treaties with France, including the United Kingdom, Belgium, Italy, Switzerland and others.

New Stave Plant at Wilmington, N. C.

The Yemassee Lumber & Timber Co., Yemassee, S. C., will erect a tight stave plant at Wilmington, N. C., at a cost of $100,000. P. S. Hutchins will be resident manager at Wilmington.

Cooperage Plant Damaged by Fire

In a serious fire which caused a loss of over a million and a half dollars at Newport, Ark., March 1st, the plant of the Merryman Cooperage Co. was seriously damaged.

Another Large Oil Merger

The Tide Water Oil Co., with headquarters at 11 Broadway, New York City, and the Associated Oil Co. will be merged into a new corporation to be known as the Tide Water Associated Oil Co.

New Data on Seasoning Wood

That great economies can be brought about by the proper construction and use of dry kilns in the manufacture of lumber is shown in a bulletin issued on "Dry Kiln Practice" by Professor H. L. Henderson, New York State College of Forestry at Syracuse University.

The bulletin states that one of the most important ways of promoting forest conservation is to make the present supply of timber last longer through right drying and seasoning practice. Kiln drying, the first operation in mill manufacture, is a most important one, as improper drying is often the direct cause of lumber losses as high as 15 per cent. Vast indirect losses in manufacture and subsequent use of the finished products also result from improper drying according to Professor Henderson. The bulletin covers a historical sketch of kiln drying and its necessity. It describes and illustrates the subject of defective wood resulting from wrong seasoning methods. It contains an exhaustive study on the science of measuring the physical conditions of lumber, piling lumber for kiln drying with various drying processes, general dry kiln practice, drying schedules, types of kilns, proper layouts and arrangement of lumber dry kilns, and details regarding their construction. The bulletin contains many tables and graphs. The feature of the statistical records is a series of humidity tables worked out at the college dry kilns. The instructive illustrations of compartment kilns and drying systems are clearly presented.

"The Kiln Drying of Lumber"

"The Kiln Drying of Lumber" is the title of a new book written by Arthur Koehler and Rolf Thelen, of the Forest Products Laboratory, which contains considerable information on the important subject it covers. Various types of dry kilns are described and methods of control of humidity and ventilation are discussed. There are 11 chapters, of which the headings are: "General: The Structure of Wood in Relation to Its Drying; The 'Sap,' or Moisture Content, of Wood; Shrinkage and Collapse; Types of Dry Kilns; The Heat in a Dry Kiln; Humidity and Evaporation; Circulation and Piling of Lumber in a Kiln; Kiln Selection, Layout, and Construction; The Operation of a Dry Kiln; Miscellaneous Considerations."

The new book has been written as a text book for the University of Wisconsin Extension Course, and the treatment of the subject handled by the authors clearly shows a thorough understanding of kiln drying on their part, and any one reading their work will acquire considerable knowledge of value.

"The Kiln Drying of Lumber" is published by The McGraw-Hill Book Company, New York City. The cost is $3.00 a copy.

The Frost & Greer Company have established a stave manufacturing plant at Pyatt, Ark. They are cutting staves for the Boswell Stave Company.

Francis H. Brinkmann

Francis H. Brinkmann, 80 years old, treasurer of the Union Cooperage Company, St. Louis, Mo., died at his home, 4516 Alice Avenue, in that city, on Friday, March 5th.

Mr. Brinkmann had seemed to be in rugged health up to a very short time ago, having attended to his duties at the cooperage company regularly. He became ill February 28th and was found to be suffering from erysipelas, which caused his death five days later.

He had been connected with the Union Cooperage Company 23 years and had been treasurer 13 years.

Mr. Brinkmann is survived by his wife and four sons.

Mr. Brinkmann displayed at all times a splendid community spirit and until a few years ago was prominent in athletics, to the beneficial effects of which he attributed his long life and rugged health.

Being a regular attendant at the St. Louis Convention of The Associated Cooperage Industries of America, of which his company, the Union Cooperage Co., has been a member since its inauguration, Mr. Brinkmann took keen pleasure in meeting the cooperage people and renewing acquaintances at the annual gatherings. That his passing will be genuinely regretted by all who knew Mr. Brinkmann is a certainty. THE JOURNAL extends sincerest sympathy to Mr. Brinkmann's immediate family in the bereavement that has come to them and to the Union Cooperage Co. in the loss of their highly-esteemed and well-liked treasurer.

Receivers Take Charge of Lucas E. Moore Stave Company

Owing to temporary inability to meet its obligations, friendly receivership proceedings were instituted in the United States District Court at New Orleans during the latter part of February against the Lucas E. Moore Stave Company; Walker I. Wellford, president of the company, and E. T. Watson, of the prominent bond firm of Watson, Williams & Co., of New Orleans, being appointed receivers by the Court.

Ancillary proceedings were also instituted in other States in which the company has property, Mr. Wellford and Mr. Watson being appointed as receivers also in Tennessee and Mississippi, and W. G. Austin and P. H. Miller in Alabama.

It is said the property of the company is ample to cover all its indebtedness, and the receivers were applied for merely to preserve the assets and conduct the business in an orderly way, for the protection of both creditors and stockholders. The receivers will continue to conduct the business as heretofore, and it is anticipated that as the assets of the company are realized the business will soon pass back to the control of the company.

Obtains Control of Stave Company

Mr. Varnall, of the Abernathy-Varnell Stave Co., Fordyce, Ark., has obtained full control of the company through the purchase of his partner's interest.

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FOR SALE—One stave mill on railroad. Equipped to cut gum and oak staves. Plenty of timber. Address P. O. BOX 212, Selmer, Tenn.

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ACT NOW

FOR SALE — Complete equipped stave and heading mill, with modern National Moistat Dry-Kiln and cement steaming tunnels. Also well equipped cooperage shop with this plant. A going business. Will sell entire or part interest to proper party with capital. Located in lime and apple country.

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Two Greenwood heading turners.
One heading sawing machine.
One No. 4 stave cutter.

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SELECT WAYNE REBUILT MACHINES
"Known by every User for their Quality, and to be Invariably as Represented"

Surfacer
One 24 x 6 Woods No. 450 highspeed double surfacer.
Shook Resaw
One 54-inch Berlin No. 287 horizontal hopper feed band resaw.
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Borer
One style "B" root rectangular head 16-spindle vertical borer.
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One 100-inch Coe style "A" knife grinder.
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Around fourteen hundred machines in stock.

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100 TONS STEEL HOOPS

FOR SALE—From 1½" to 2½" wide, No. 8 to No. 14 gauge, black and galvanized, in 150-pound coils. We secured these hoops in a purchase of property from a prominent barrel manufacturer and this represents the stock on hand. Price: 2 cents per pound, net, f. o. b. Philadelphia. List and samples on application. CALCOS STEEL AND IRON CO., 1330 N. 30th St., Philadelphia, Pa.

FOR SALE—Finger Lakes Cooperage Flag. Long, top, butt and chair flag. Address RAY A. RUSSELL, R. F. D., No. 3, Savannah, N. Y.

FOR SALE—24" gum cut-offs, bone dry. N. W. CALCUTT CO., Dyersburg, Tenn.

PLANTS FOR SALE

FOR SALE—Complete slack barrel stave and heading mill, located on river, abundant timber supply, complete river equipment. If interested, act quickly. Address TENNESSEE HOOP CO., Memphis, Tenn.

SECOND-HAND BARRELS FOR SALE

FOR SALE—Carload quantities of fresh emptied charred barrels. Address AMERICAN COOPERAGE CO., Eleventh and Fayette Streets, Baltimore, Md.

SECOND-HAND BARRELS WANTED

WANTED—Carloads of 30-gallon, tight-bottom herring and mackerel barrels. Address HENRY A. THORNDIKE, P. O. Box 43, Newport, R. I.

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WANTED—Reliable, sober man to take charge of Oram machinery in tight barrel plant, making about 600 barrels per day when in operation. References required. State age and wages expected. Address 10406 Kinsman Road, Cleveland, O.

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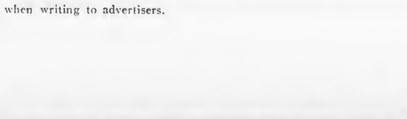

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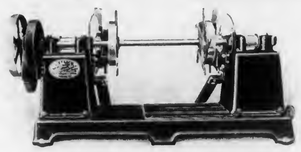

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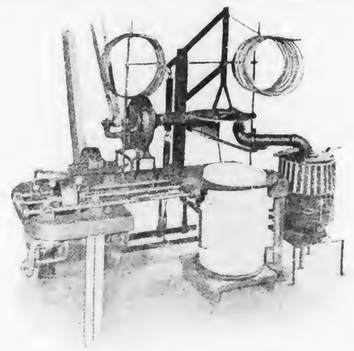

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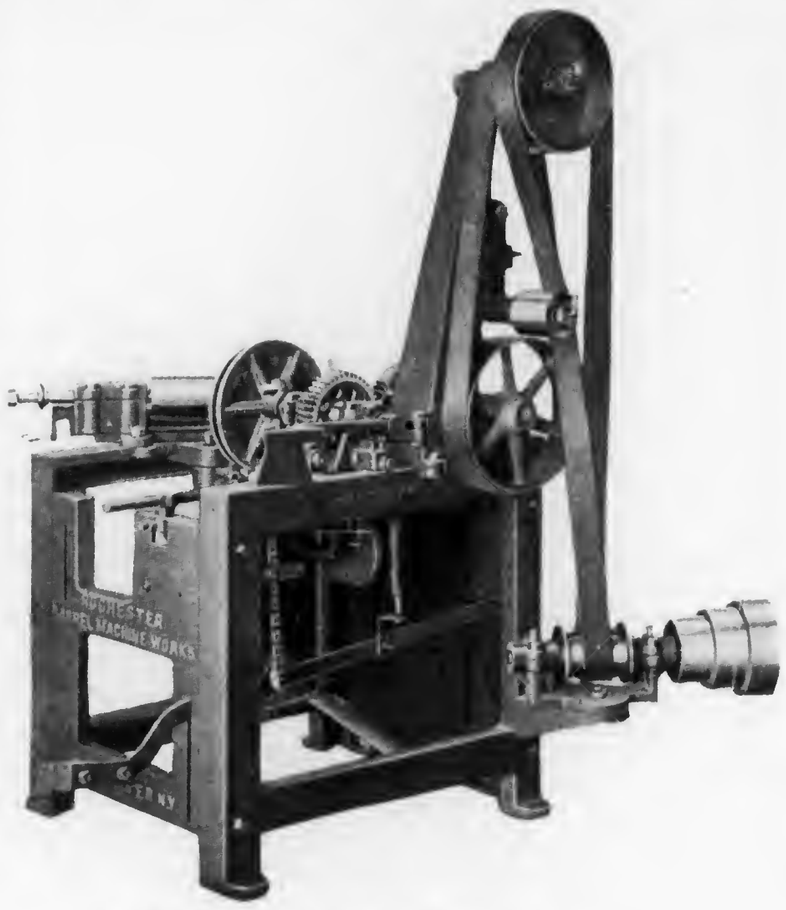

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